2020 SPONSORSHIP, ADVERTISING, AND EXHIBITING OPPORTUNITIES

WAREHOUSING • TRANSPORTATION • LOGISTICS • CONSTRUCTION
# WELCOME LETTER

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*As of April 1, 2020. Subject to change.
DEAR PROSPECTIVE SPONSOR, EXHIBITOR, AND ADVERTISER,

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

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

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

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

Best Regards,

James Rogers
Senior Director, Business Development
Global Cold Chain Alliance (GCCA)
Phone: +1 703 373 4303
jrogers@gcca.org
MISSION
Grow the industry and lead the cold chain.

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

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

**WHO GCCA REACHES**

GCCA Members by Region

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

GCCA Members by Type

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

Check out the Global Cold Chain Directory & Buyers’ Guide online at www.gcca.org to view all of GCCA’s members and connect with cold chain professionals from around the world.
2020 SPONSORSHIP & EXHIBITING OPPORTUNITIES

SPONSORSHIP & EXPO CONTACT
For all sponsorship and exhibiting inquiries or to reserve an opportunity, contact:

James Rogers  
Sr. Director, Business Development  
Global Cold Chain Alliance (GCCA)  
Phone: +1 703 373 4303  
jrogers@gcca.org
The Cold Chain Conference & Expo, formerly known as the Global Cold Chain Expo, is the premier learning event for the perishables industry. Enhanced from previous years, the education conference blended with the trade show combine to deliver the most valuable and comprehensive business-to-business networking event in the industry.

If your company produces, handles, stores, transports or is involved in the distribution of perishable products and are looking to optimize your supply chain, improve operations, and/or construct a facility, the Cold Chain Conference & Expo is your “can’t-miss” event of the year!

DELEGATES FROM 30 COUNTRIES IN ATTENDANCE
Australia  Colombia  Germany  Netherlands  Rwanda
Brazil  Costa Rica  India  Nigeria  South Africa
Cambodia  Denmark  Jamaica  Peru  South Korea
Canada  Dominican Republic  Kenya  Philippines  Tanzania
Chile  Ethiopia  Madagascar  Poland  Uganda
China  France  Mexico  Puerto Rico  United States

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

Attendees by Title
46%  Manager/Director
16%  VP/C-Suite
6%   CEO/Owner
30%  Other
COLD CHAIN CONFERENCE & EXPO
OVERVIEW

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

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

**BENEFITS OF EXHIBITING**

The Cold Chain Conference & Expo is your best dollar value:

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

*Pass allotment ranges based on booth size

**All education proposals are evaluated and selected by the education committee

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

*Special trucks and trailer rates available

All rates in USD

**ADVERTISING:**

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

**SALES:**

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

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

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Out of 10

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GLOBAL COLD CHAIN EXPO
2019 EXHIBITORS

3Gtms
Advance Storage Products
Ahern Fire Protection
Alchemy
ALL WEATHER INSULATED PANELS
Alston Construction
ALTA Refrigeration
Americold Logistics
Ancra Systems
Applus RTD USA, Inc.
ASI Doors – Enviro
ASI, LLC
Baltimore Aircoil Company
Bethlehem Construction
Beyond Print Inc
BITZER US, INC.
BLUEDIAMOND PUMPS INC
BRCGS
BRUCHA Corp
Calpine Energy Solutions, LLC
Camcode
Carnot Refrigeration Inc.
Cascade Energy
CIMCO Refrigeration Inc.
CMC Design Build, Inc
Cold Carrier Certification
Cold Vision
Coldbox Builders
Combilift
Crown Equipment Corporation
DORIN USA
DualTemp Clauger
Dynaco Entrematic
Encore Roofing, Inc.
England Logistics
EnSolTech USA
EVAPCO
Excel Engineering, Inc.
Feeding America
Fisher Construction Group
FLEXSPACE|Storax
Food Logistics
Food Properties Group, Inc.
Fortdass USA Inc.
Fraasold USA
Frazier Industrial Company
FRICK Industrial Refrigeration
Fricks Company, The Frozen Food Express / KoolShot Expedited
FW Logistics
Global Insulated Doors
Green Span Profiles
Griffco Design/Build, Inc.
Heatcraft Refrigeration Products Div.
Hepworths
Hercules, A Senneca Company
Hoypo Systems LTD (hoypo)
I35 Roofing
International Institute of Ammonia Refrigeration (IIAR)
Interstate Cold Storage, Inc.
ISR Corporation
Istobal
J.B. Hunt Transport, Inc.
J.B. Hunt Transport, Inc.
Jackson Lewis
Jamison Door Company
Jan X-ray Services, Inc.
Johnson Controls
Kalman Floor Company
Kingspan Insulated Panels
Leo A Daly
Linde Material Handling - Member KION North America Corporation
Lineage Logistics
LTW Intralogistics, Inc.
M&M Refrigeration
Marcus & Millichap
Metl-Span
Navitas Systems
Next Generation Logistics, Inc.
NORDOCK Inc.
OEO Energy Solutions
Parsyl
Penske
PLM
PowerSecure
Primus Builders
Quest / Thermo-Stor
Rack Builders Inc.
Refrigerated & Frozen Foods Magazine
Refrigeration Design & Service, Inc. (RD&S)
RefrigiWear Inc.
Republic Refrigeration, Inc.
RETA
Riantics A/S
RoadSync
Rytec High Performance Doors
Scopelitis, Garvin, Light, Hanson & Feary, P.C.
Select Carriers Inc.
Stoecklin Logistics Inc.
Storage Solutions
SunPeak
Superior Tire & Rubber Corp
Swisslog
The Raymond Corporation
The Whiting-Turner Contracting Company
Thermomass
Tippmann Group/Interstate Warehousing
Tippmann Innovation (TI)
TNR Industrial Doors
Trex Company
Trimble
Twintec USA
United Insulated Structures Corporation
United States Cold Storage
Vapor Armour
VersaCold Logistics Services
Viking Cold Solutions, Inc.
Viking Group, Inc.
WAGNER Fire Safety
Wiginton Fire Systems
Increase your ROI with exciting sponsorship opportunities that will enhance your visibility at the Cold Chain Conference & Expo. Choose from a wide variety of advertising and sponsorship options that will fit your needs.

WHY SPONSOR?

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

SPONSORSHIP BENEFITS:

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

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLATINUM LEVEL</td>
<td>Registration and Networking Lounge</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>Welcome Reception on the Expo Floor</td>
<td>$10,000*</td>
</tr>
<tr>
<td></td>
<td>Tote Bag</td>
<td>$10,000*</td>
</tr>
<tr>
<td></td>
<td>Lanyards</td>
<td>$7,500*</td>
</tr>
<tr>
<td></td>
<td>Hotel Key Cards</td>
<td>$7,500*</td>
</tr>
<tr>
<td>GOLD LEVEL</td>
<td>Opening General Session &amp; Luncheon</td>
<td>$7,500</td>
</tr>
<tr>
<td></td>
<td>Closing General Session &amp; Luncheon</td>
<td>$7,500</td>
</tr>
<tr>
<td></td>
<td>Event Mobile App</td>
<td>$7,500</td>
</tr>
<tr>
<td></td>
<td>Aisle Number Decals</td>
<td>$7,500</td>
</tr>
<tr>
<td></td>
<td>Tuesday Evening Party (2)</td>
<td>$7,500 each</td>
</tr>
<tr>
<td>SILVER LEVEL</td>
<td>Breakfast in the Expo (Tuesday)</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Breakfast in the Expo (Wednesday)</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Lunch in the Expo (Tuesday)</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Education Session Tracks (3)</td>
<td>$5,000 each</td>
</tr>
<tr>
<td></td>
<td>Education Session Coffee Break (2)</td>
<td>$3,500 each*</td>
</tr>
<tr>
<td></td>
<td>Daily Event Emails (3)</td>
<td>$3,500 each</td>
</tr>
</tbody>
</table>

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

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

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

**PARTICIPATION COST (USD):**

<table>
<thead>
<tr>
<th>MEMBER</th>
<th>NON-MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>$795</td>
<td>$995</td>
</tr>
</tbody>
</table>

**2019 PARTICIPANTS:**

Fisher Construction Group  
Hoopo  
Istobal  
OEO  
Parsyl  
Quest/Thermastor  
Tippmann Innovation  
Trimble  
Vapor Armour
The IARW-WFLO Convention will offer a variety of unique social and business development experiences that are designed to provide a high level of brand recognition and connect you with owners, CEO’s, and other top executives at the leading warehousing and logistics firms in the temperature controlled third-party logistics industry.

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

### ATTEENDEES BY COMPANY TYPE:

<table>
<thead>
<tr>
<th>Company Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse</td>
<td>53%</td>
</tr>
<tr>
<td>Supplier</td>
<td>47%</td>
</tr>
</tbody>
</table>

97% of 2019 attendees said that Convention was worth their time and money.

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

- AGRO Merchants Group, LLC
- Americold Logistics
- Basal - Iresa Monterrey
- Bellingham Cold Storage Co.
- Bradner Cold Storage Ltd.
- Burris Logistics
- CAP – Logistica Frigorificada Ltda
- Confederation Freezers
- Classic Warehousing, INC
- Cloverleaf Cold Storage Co.
- Coldstar
- Commercial Cold Storage, Inc.
- Commercial Warehousing, Inc.
- Conestoga Cold Storage
- Congebec Logistics, Inc.
- Dick Cold Storage
- Dobay Cold Stores Pty, Ltd.
- Emergent Cold Pty Ltd
- Eskimo Cold Storage, LLC
- Florida Freezer L. P.
- Friopuerto Investment, SLU
- Hall’s Warehouse Corp.
- Hanson Logistics
- Henningsen Cold Storage Co.
- Innovative Cold Storage Enterprises, Inc.
- Interchange Group, Inc.
- Interstate Warehousing, Inc.
- Kanoike-Pacific (Kpac)
- Laverton Cold Storage
- Lineage Logistics
- Lone Star Cold Storage, Inc.
- Los Angeles Cold Storage Co.
- Mandich Group
- Mattingly Cold Storage
- Merchandise Warehouse Co., Inc.
- Merchants Cold Storage Company, LLC
- MHW Group
- Midwest Refrigerated Services, Inc.
- Minnesota Freezer Warehouse
- Mtc Logistics
- NewCold Advanced Logistics
- Nor-Am Cold Storage, Inc.
- Oxford Logistics Group
- Philadelphia Warehouse & Cold Storage, Co.
- Pioneer Cold
- Premier Refrigerated Warehouse
- Quality Refrigerated Services
- Rls Logistics
- San Diego Refrigerated Services, Inc.
- SnoTemp Cold Storage
- Southeast Cold Storage
- Stockhabo b.v.b.a
- Superfrio Armazéns Gerais Ltda
- Traverse Cold Storage, LLC
- Trenton Cold Storage, Inc.
- United States Cold Storage, Inc.
- Valley Cold Storage & Transportation
- VersaCold Logistics Services
- Washington Cold Storage, Inc.
- Wcs Logistics / Winchester Cold Storage
- Western Distribution Services, LLC
- Wiginton Fire Systems
- Zero Mountain, Inc.
129th IARW-WFLO Convention
Sponsorship Opportunities

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

SPONSORSHIP BENEFITS:
• List of attendees with contact details
• Recognition of sponsorship on Convention website, Convention marketing emails, and event signage
• Logo and description listed in exclusive sponsor section of Convention Mobile App
• Recognition of sponsorship during opening General Session (logo on screen and verbal recognition)

• Listed in pre-Convention brochure (must sign by 30 January 2020)
• All sponsors in attendance will receive distinctive “Sponsor Ribbons” to wear throughout the event
• Right of first refusal for sponsorship of same event, if offered, in 2021

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

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

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLATINUM LEVEL</td>
<td>Coconut Point Frazier Party (Tuesday)</td>
<td>$40,000</td>
</tr>
<tr>
<td></td>
<td>IARW/WFLO Joint Board Reception &amp; Dinner (Monday)</td>
<td>$30,000</td>
</tr>
<tr>
<td></td>
<td>Keynote Presenter Sponsor (2) (Tuesday or Wednesday)</td>
<td>$20,000 each</td>
</tr>
<tr>
<td></td>
<td>Welcome Reception</td>
<td>$15,250</td>
</tr>
<tr>
<td></td>
<td>After Dinner Event</td>
<td>$15,250</td>
</tr>
<tr>
<td>GOLD LEVEL</td>
<td>Keynote Presenter Sponsor (2) (Friday)</td>
<td>$10,500 each</td>
</tr>
<tr>
<td></td>
<td>Hotel Key Cards</td>
<td>$10,500</td>
</tr>
<tr>
<td></td>
<td>Peer-to-Peer Roundtables</td>
<td>$10,500</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Beverage Cart</td>
<td>$10,500</td>
</tr>
<tr>
<td></td>
<td>General Session Lunch (2) (Wednesday or Friday)</td>
<td>$9,000 each</td>
</tr>
<tr>
<td></td>
<td>Supplier Showcase (10)</td>
<td>$8,500 each</td>
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<tr>
<td>SILVER LEVEL</td>
<td>Convention WiFi</td>
<td>$8,000</td>
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<tr>
<td></td>
<td>Breakfast in the Supplier Showcase (2)</td>
<td>$7,500 each</td>
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<tr>
<td></td>
<td>Supplier TechTalks (3)</td>
<td>$7,500 each</td>
</tr>
<tr>
<td></td>
<td>Convention Mobile App</td>
<td>$6,500</td>
</tr>
<tr>
<td></td>
<td>Pocket Agenda</td>
<td>$6,500</td>
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<tr>
<td></td>
<td>Cool Innovators (3)</td>
<td>$6,000 each</td>
</tr>
<tr>
<td></td>
<td>Refreshments Break Sponsor (3) (Daily)</td>
<td>$6,000 each</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Prizes</td>
<td>$6,000</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Lunch</td>
<td>$6,000</td>
</tr>
<tr>
<td></td>
<td>Golf Classic Cigar Bar</td>
<td>$5,500</td>
</tr>
<tr>
<td></td>
<td>Branded Golf Balls</td>
<td>$5,500</td>
</tr>
<tr>
<td></td>
<td>Pens &amp; Pads</td>
<td>$5,500</td>
</tr>
</tbody>
</table>
40TH CEBA CONFERENCE & EXPO
OVERVIEW

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

COMPANIES THAT ATTENDED THE 2019 CEBA CONFERENCE & EXPO:

A M King
Acorn Thermal Services
Ahern Fire Protection a division of J. F. Ahern Co.
Albany Entrematic
All Weather Insulated Panels
Alliance Industrial Refrigeration Services, Inc.
Alston Construction
ALTA Refrigeration, Inc.
AmeriCooler Logistics
ATI Architects
AutoMak Assembly, Inc.
Bellingham Cold Storage Co.
Bender Air Curtains
BITZER U.S., Inc.
Bosz Arch, Inc.
Brucha Corp
Carnot Refrigeration Inc.
Cold Summit Development
Cold Zone
Coldbox Builders Inc.
Coldroom Systems, Inc.
Colmac Coil Manufacturing Inc.
Commercial Warehousing, Inc.
Conebloc Logistics, Inc.
Constellation
Crystal Distribution Services, Inc.
CSI of Virginia, Inc.
CT Darnell Construction
Danfoss
DEEM, LLC
Delta T Construction Company Inc.

DistriCargo
Dow Building Solutions
ESI Group USA
Evapco Inc.
Everidge
Fastener Systems, Inc.
Fisher Construction Group
Frank Door Company
Frazier Industrial Company
FREEZ Construction
Frez-N-Star, Inc.
Gleeson Constructors & Engineers, L.L.C.
Global Insulated Doors Inc.
Gordon Food Service
Graycor Construction Company
Green Span Profiles
Griffin Insulated Structures
Group4 Reps
Henningsen Cold Storage Co.
Hilphoenix
Honeywell International Inc
Hudson Global Strategies
Jamison Door Company
JAX Refrigeration
Johns Manville
Johnson Controls
Kingspan Insulated Panels
KPS Global
LiftMaster
Lineage Logistics
Lockton Companies, LLC
Logix Refrigeration Controls

Lone Star Cold Storage, Inc.
LTI Contracting
Magnavale Ltd
Merchandise Warehouse Co., Inc.
Merck & Co
Mettaspan
Midwest Materials Company
Midwest Refrigerated Services, Inc.
Minnesota Freezer Warehouse
MTC Logistics
NewCold Coöperatief U.A.
NORDOCK Inc.
O’Connor Construction Group
Overture Stars Partners Holding LLC
Owens Corning Foambular
Peak Solutions
Performance Contracting Inc.
Pioneer Cold
Plus Delta Consulting LLC (CHIEFEXECcoach)
PowerSecure
Premier Refrigerated Warehouse
Primus Builders, Inc.
Quest/Thermastor
RC&E, Inc.
Republic Refrigeration, Inc.
RHH Foam Systems Inc.
Ricker Thermline
RLS Logistics - Corporate
Romakowski GmbH & Co. KG
Ryan Companies US, Inc.
Rytec High Performance Doors
S&S Refrigeration

Safari Energy
San Diego Refrigerated Services, Inc.
Shambaugh
Sheraz Cold Storage
SnoTemp Cold Storage
Southern Equipment Sales Co.
Stellar
Starax | FLEXSPACE
Subzero
SubZero Constructors, Inc.
Sutter Roofing Co of Florida
Team Group, Ltd.
The Fricks Company
The Raymond Corporation
Thermomass
Tippmann Innovation
True World Group
TrueCore
Twintec USA
United Insulated Structures Corp.
United States Cold Storage, Inc.
Vapour Armour
Viking Cold Solutions, Inc
Wagner Fire Saftey
Wagner Group GmbH
Ware Malcolm
Weiland Doors
Wiginton Fire Systems
Williams Company

ATTENDEES BY COMPANY TYPE

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

90% of Exhibitors said the Conference was worth their time and money
**40th CEBA Conference & Expo**

**Exhibiting Opportunities**

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

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

**Pricing:**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Table top display</td>
<td>$3,500</td>
</tr>
</tbody>
</table>

**2019 Exhibitors:**
- Albany Entrematic
- All Weather Insulated Panels
- AutoMak Assembly, Inc.
- Berner Air Curtains
- Brucha Corp
- Carnot Refrigeration Inc.
- Colmac Coil Manufacturing Inc.
- Everidge
- Evapco Inc.
- Frank Door Company
- Green Span Profiles
- Honeywell
- Jamison Door Company
- Johns Manville
- Johnson Controls
- Kingspan Insulated Panels
- KPS Global
- Logix Refrigeration Controls
- Metl-Span
- NORDOCK Inc.
- PowerSecure
- Quest/Therma-star
- Republic Refrigeration, Inc.
- RHH Foam Systems Inc.
- Rytec High Performance Doors
- The Fricks Company
- The Raymond Corporation
- Thermomass
- Tippmann Innovation
- TrueCore
- Twintec USA
- Vapor Armour
- Viking Cold Solutions, Inc
- Wagner Fire Safety, Inc.
- Weiland Doors
- Wiginton Fire Systems

2020 GCCA Sponsorship, Advertising, and Exhibiting Opportunities
# Sponsorship Opportunities

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

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Sponsorship</th>
<th>Price (USD)</th>
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<tbody>
<tr>
<td><strong>Platinum Level</strong></td>
<td>Hotel Room Key Cards</td>
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<tr>
<td>$5,501+</td>
<td>Keynote</td>
<td>$7,000</td>
</tr>
<tr>
<td></td>
<td>Welcome Reception (Max 2 Co-Sponsors)</td>
<td>$7,000 each</td>
</tr>
<tr>
<td></td>
<td>Conference WiFi</td>
<td>$6,500</td>
</tr>
<tr>
<td></td>
<td>Golf Tournament Beverage Cart</td>
<td>$6,500</td>
</tr>
<tr>
<td><strong>Gold Level</strong></td>
<td>Lunch in the Expo (Friday)</td>
<td>$6,000</td>
</tr>
<tr>
<td>$4,251–$5,500</td>
<td>Lunch in the Expo (Saturday)</td>
<td>$6,000</td>
</tr>
<tr>
<td></td>
<td>Conference Mobile App</td>
<td>$5,500</td>
</tr>
<tr>
<td></td>
<td>Farewell Reception (Max 3 Co-Sponsors)</td>
<td>$5,500 each</td>
</tr>
<tr>
<td><strong>Silver Level</strong></td>
<td>Pocket Agenda</td>
<td>$5,000</td>
</tr>
<tr>
<td>$4,250 and below</td>
<td>Breakfast in the Expo (Friday)</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Breakfast in the Expo (Saturday)</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Golf Tournament Cigar Bar</td>
<td>$4,500</td>
</tr>
<tr>
<td></td>
<td>Golf Tournament Prizes</td>
<td>$4,500</td>
</tr>
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<td></td>
<td>Pads &amp; Pens</td>
<td>$4,500</td>
</tr>
<tr>
<td></td>
<td>Refreshment Break in the Expo (3)</td>
<td>$4,000 each</td>
</tr>
<tr>
<td></td>
<td>Branded Golf Balls</td>
<td>$4,000</td>
</tr>
</tbody>
</table>
The Cold Chain Policy Forum, organized by the Global Cold Chain Alliance (GCCA), is the premier policy event and fly-in for businesses engaged in temperature-controlled logistics. The primary audience includes third-party transportation, warehousing, and logistics providers, food processors and manufacturers, retailers, and related industry associations. This program was formerly called the GCCA Assembly of Committees Meeting.

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

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

100% of attendees found value in the event and plan to attend in 2020

Companies that attended the new 2019 GCCA Cold Chain Policy Forum:
- AJC International
- ALTA Refrigeration, Inc.
- American Farm Bureau Federation
- American Road & Transportation Builders Association
- Americold Logistics
- Armada Supply Chain Solutions
- Bellingham Cold Storage Co.
- Bonar Engineering & Construction Company
- Bradner Cold Storage Ltd.
- Burris Logistics
- CECI
- Commercial Warehousing, Inc.
- Cryo-Trans, LLC
- Crystal Distribution Services, Inc.
- Danfoss
- Dick Cold Storage
- Dreisbach Enterprises, Inc.
- Eskimo Cold Storage, LLC.
- Evapco Inc.
- Frez-N-Stor, Inc.
- Global Cold Chain Alliance
- Great Plains Transport Inc.
- Henningsen Cold Storage Co.
- Holt Logistics Corp.
- Horvath & Weaver PC
- International Institute of Ammonia Refrigeration
- Jackson Lewis P.C.
- JB Hunt Transportation
- Lineage Logistics
- Lockton Companies, LLC
- Lockwood Securities
- Lone Star Cold Storage, Inc.
- Los Angeles Cold Storage Co.
- Mattingly Cold Storage
- Mattoni, Ltd.
- Mayekawa U.S.A., Inc.
- Merchandise Warehouse Co., Inc.
- MTC Logistics
- National Frozen & Refrigerated Foods Association
- Philadelphia Warehouse & Cold Storage, Co.
- PLM Trailer Leasing
- Plus Delta Consulting LLC (CHIEFEXECcoach)
- Premier Refrigerated Warehouse
- Refrigeration Inc.
- RLS Logistics - Corporate
- San Diego Refrigerated Services, Inc.
- Scopelitis, Garvin, Light, Hanson & Feary
- Sierra Pacific Distribution Services
- Smith Corona Labels and Ribbons
- Sodus Cold Storage Company, Inc.
- Storax | FLEXSPACE
- SYSCO Corporation
- The Raymond Corporation
- Tippmann Construction
- Tippmann Innovation
- Tyson Foods, Inc.
- United States Cold Storage, Inc.
- USA Poultry & Egg Export Council
- USDA Food Safety and Inspection Service
- Vapor Armour
- Wagner Group GmbH
- WCS Logistics / Winchester Cold Storage
Reach top-level executives at the GCCA Cold Chain Policy Forum through a variety of exclusive sponsorship opportunities. There are three levels of sponsorship: Platinum, Gold, and Silver. Platinum sponsors appear at the top of all sponsor materials, Gold appear directly below, followed by Silver. Platinum sponsors also have the option to sponsor specific events/items at the meetings.

**SPONSORSHIP BENEFITS:**

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

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
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<tbody>
<tr>
<td>PLATINUM LEVEL</td>
<td>Welcome Reception</td>
<td>$5,000</td>
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<td></td>
<td>Opening General Session Luncheon</td>
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<tr>
<td></td>
<td>Closing General Session Luncheon</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Registration &amp; Wifi</td>
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<tr>
<td>GOLD LEVEL</td>
<td>Mobile App</td>
<td>$4,000</td>
</tr>
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<td></td>
<td>Breakfast (Tuesday)</td>
<td>$3,500</td>
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<tr>
<td></td>
<td>Breakfast (Wednesday)</td>
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<tr>
<td></td>
<td>Education Session (6)</td>
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</table>
The GCCA European Cold Chain Conference is a supplier’s best venue for reaching temperature-controlled warehousing and logistics executives in the European market. Increase your company’s brand visibility and promote your brand at the event through the sponsorship program. Each opportunity has been customized to spotlight your company throughout the entire event, and exclusively at specific event functions. The expo features the latest technologies, solutions, products and services from some of the most respected names in the industry.

**2019 ATTENDEE DEMOGRAPHICS**
- 42% Warehouse
- 25% Supplier
- 21% Transportation
- 9% Trade Associations
- 2% Press
- 1% Construction

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

95% of 2019 attendees said the European Cold Chain Conference was worth their time and money.
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:

<table>
<thead>
<tr>
<th>SIZE</th>
<th>PRICE (EURO)</th>
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</thead>
<tbody>
<tr>
<td>Table Top Display</td>
<td></td>
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<tr>
<td>Member — €2,850</td>
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</tr>
<tr>
<td>Non-Member — €3,850</td>
<td></td>
</tr>
</tbody>
</table>

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

2019 EXHIBITING COMPANIES

Antwerp
Carrier Commercial Refrigeration

Fortress
HB Products
ISOCAB by Kingspan

Johnson Controls
SSI-Schafer
Viking Cold

Wagner Group

2019 EUROPE CONFERENCE ATTENDEE COMPANIES:

DHL Innovation Centre
DP World Antwerp Head Office
Elevate-IT NV
Eurofrigo B.V.
European Cold Storage and Logistics Association
Evacco Europe BVBA
FCO Media
Fortress International KG
FP Sines, Unipessoal Lda.
FreezeLink
Frigolanda Cold Logistics
Frigoporto Investment, SLU
Global Cold Chain Alliance
Grocontinental Ltd
Groupe Conhexa
HB Products A/S
Honeywell
Hudson Global Strategies
Ingersoll Rand Climate Control Technologies: Thermo King Europe
Inspirafarms
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 Coöperatief U.A.
Overture Stars Partners Holding LLC
PSA Antwerp
PSA International Pte Ltd.
Rabobank
Ramball Finland

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 / Profroid-Green & Cool
Cold Chain Federation
Coldbox Builders Inc.
Coldstar
ColdstoreExpertiseCenter.com
Conestoga Cold Storage
Cool Logistics Resources Ltd
Craymere Consulting Limited
Danfoss A/S

RBK Group
Reitan Distribution
Sagacify
Sensata Technologies
SSI-Schafer AG
STEF Logistique
Stockhabo b.v.b.a
Storax | FLEXSPACE
Storax Racking Systems
Stow Belgium
Teneo
Tiefkühler Bottrop 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
Wagner Group GmbH
# GCCA 23rd European Cold Chain Conference

## Sponsorship Opportunities

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

### Sponsorship Levels and Prices

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Sponsorship</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td><strong>Diamond Level</strong></td>
<td>Packages of €10k or above</td>
<td>€10,000+</td>
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<tr>
<td></td>
<td>Welcome Reception</td>
<td>€5250</td>
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<td></td>
<td>Opening Dinner</td>
<td>€5250</td>
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<td></td>
<td>Industry Perspective Tech Talk (2)</td>
<td>€5250 Each</td>
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<tr>
<td></td>
<td>Keynote Presenter (Thursday)</td>
<td>€5250</td>
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<tr>
<td></td>
<td>Automation Tour</td>
<td>€5250</td>
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<tr>
<td><strong>Platinum Level</strong></td>
<td>Mobile App</td>
<td>€4250</td>
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<tr>
<td></td>
<td>Keynote Presenter (Friday)</td>
<td>€4250</td>
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<td></td>
<td>Happy Hour in the Expo (Thursday)</td>
<td>€4250</td>
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<tr>
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<td>Registration</td>
<td>€4250</td>
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<tr>
<td></td>
<td>Branded Room Keys</td>
<td>€4250</td>
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<tr>
<td><strong>Gold Level</strong></td>
<td>Networking Lunch in the Expo (Thursday)</td>
<td>€3250</td>
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<tr>
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<td>Networking Lunch in the Expo (Friday)</td>
<td>€3250</td>
</tr>
<tr>
<td></td>
<td>Pads &amp; Pens</td>
<td>€3250</td>
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<tr>
<td></td>
<td>Morning Coffee in the Expo (Thursday)</td>
<td>€3250</td>
</tr>
<tr>
<td></td>
<td>Networking Break in the Expo (Thursday Morning)</td>
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<tr>
<td></td>
<td>Refreshments in the Expo (Thursday Afternoon)</td>
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<tr>
<td></td>
<td>Morning Coffee in the Expo (Friday)</td>
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</tr>
<tr>
<td></td>
<td>Networking Break in the Expo (Friday)</td>
<td>€3250</td>
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**Silver Level**

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse Council Meeting</td>
<td>€2500</td>
</tr>
</tbody>
</table>

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

DATE TBD | HILTON ROTTERDAM | ROTTERDAM, NETHERLANDS & TBD NOVEMBER 2020

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

SPONSORSHIP OPPORTUNITIES

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

BENEFITS OF SPONSORING INCLUDE:

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

COST:
Note: each event is limited to two sponsors

2019 ATTENDEES

Americold Logistics
BASAL - IRESA Monterrey
Bradner Cold Storage Ltd.
British Frozen Food Federation
Burris Logistics
Chiltern 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
Henningsen 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 - Corporate Office
Tiefkühler 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 Latin American Cold Chain Congress brings together leaders and businessmen from the food industry throughout Latin America, as well as government officials, to discuss the trends, opportunities and challenges of the cold chain for the new economies and the future of Latin America. Increase your company’s brand visibility and promote your brand at the event through the sponsorship program. Each opportunity has been customized to spotlight your company throughout the entire event, and exclusively at specific event functions. The expo features the latest technologies, solutions, products and services from some of the most respected names in the industry.

2019 ATTENDEE DEMOGRAPHICS BY TITLE

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

2019 ATTENDEE DEMOGRAPHICS BY LOCATION

- **45%** Peru
- **15%** Mexico
- **11%** Dominican Republic
- **8%** USA
- **6%** Brazil
- **4%** Chile
- **3%** Guatemala
- **3%** Ecuador
- **1%** Argentina
- **1%** Colombia
- **1%** Panama
- **1%** Spain

93% of exhibitors & sponsors said the event was worth their time and money

100% of attendees said the Congress was worth time and money
WHO EXHIBITS?

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

PRICING:

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

EXHIBIT BENEFITS:

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

2019 LATIN AMERICA CONGRESS ATTENDEE COMPANIES:

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADEX</td>
<td>Axis Global Logistics SAC</td>
<td>Grupo Frio Integral</td>
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<tr>
<td>Aerodom: Las Americas Airport</td>
<td>Bajo Cero Frigorificos</td>
<td>Grupo Inversor</td>
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<tr>
<td>Agrocluster Del Caribe</td>
<td>Bodegas Frías, S.A.</td>
<td>Veracruzano, SAPI de CV</td>
</tr>
<tr>
<td>Agroempaques, S.A.</td>
<td>Caribe Cargo</td>
<td>Grupo Ransa</td>
</tr>
<tr>
<td>Agroexportaciones &amp; Medio Ambiente</td>
<td>Carrier Transicold de Mexico, S.A. de C.V.</td>
<td>GS1</td>
</tr>
<tr>
<td>Alicorp SAA</td>
<td>Danfoss Do Brasil Industria E Comercio LTDA</td>
<td>Henningsen Cold Storage Co.</td>
</tr>
<tr>
<td>Alimentos SBF de Mexico de R.L.</td>
<td>DICARINA</td>
<td>I+D+I Institute of Neurocoaching</td>
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<tr>
<td>All Natural Process EIRL</td>
<td>E3 Consulting Group</td>
<td>International Executive Service Corps</td>
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<td>Almafrio SRL</td>
<td>Emergent Cold Pty Ltd</td>
<td>Ipsos</td>
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<tr>
<td>Altamira Terminal</td>
<td>Frazier Industrial Company</td>
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<td>Multimodal Sa de Cv</td>
<td>Frigorífico Oneto y Cía. S.A.I.C.</td>
<td>Johnson Controls Peru</td>
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<td>Amadube Investment</td>
<td>Friofort S.A.</td>
<td>K Line Peru SAC</td>
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<td>America Logistica Group</td>
<td>Friopuerto Investment, SLU</td>
<td>Loginspecs S.C.</td>
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<td>AMR-Agro</td>
<td>Friopuerto Montevideo</td>
<td>Logística Fría Griver, SAPI de CV (Friopuerto Veracruz)</td>
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<td>Approlog</td>
<td>Froztec International Inc.</td>
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<td>ASAP Consulting Group, SAC</td>
<td>Gestión de Negocios Capricornio</td>
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</tbody>
</table>
SPONSORSHIP BENEFITS:

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

SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVEL</th>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLATINUM LEVEL</td>
<td>Keynote Presenter</td>
<td>$4,000</td>
</tr>
<tr>
<td></td>
<td>Farewell Reception</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>
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<td>Badges</td>
<td>$3,000</td>
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<td>Lanyards</td>
<td>$3,000</td>
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<tr>
<td></td>
<td>Industry Trends Tech Talk</td>
<td>$3,000</td>
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<tr>
<td>SILVER LEVEL</td>
<td>Conference WiFi</td>
<td>$2,500</td>
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<tr>
<td></td>
<td>Coffee Break</td>
<td>$2,000</td>
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<tr>
<td></td>
<td>Pads &amp; Pens</td>
<td>$2,000</td>
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<tr>
<td></td>
<td>Tour of Facility</td>
<td>$1,500</td>
</tr>
</tbody>
</table>

Interested in creating a customized sponsorship or package? Contact James Rogers at +1 703 373 4303 or jrogers@gcca.org to discuss how GCCA can meet your needs.
Every other year the Global Cold Chain Alliance (GCCA) hosts a one-day education forum focused on Mexico specific and cross-border, trending topics in temperature controlled logistics. This event convenes cold chain professionals and thought leaders in an interactive, engaging program that aims to be informative, insightful, while allowing participants to foster relationships. Each session is specifically designed to address leading-edge topics in facility management and provides traditional classroom learning along with the opportunity to collaborate with your peers.

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

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

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

SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th>SPONSORSHIP</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Networking Lunch Sponsor</td>
<td>$3,000</td>
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<tr>
<td>Keynote Speaker Sponsor</td>
<td>$3,000</td>
</tr>
<tr>
<td>Farewell Reception/Happy Hour Sponsor</td>
<td>$3,000</td>
</tr>
<tr>
<td>Coffee Break Sponsor</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

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

COMPANIES THAT PARTICIPATED IN 2018:

- Alimentos SBF De Mexico S De RL De Cv
- Almacenes Refrigerados Consolidados SA de CV
- Altamira Terminal Multimodal Sa de Cv
- APLYTEK, S.A.
- Ascomer Internacional S.A. DE. C.V.
- Bajo Cero Frigorificos
- BASAL - IRESA Cuautitlan
- BASAL - IRESA Monterrey
- BASAL & IRESA Carrier Transicold de Mexico, S.A. de C.V.
- CNA
- Coca-Cola Mexico
- Cold Chain Business Solutions
- Consejo Nacional Agropecuario
- Ecofrio Sapi De Cv
- Frezz & Logistics
- Frialsa Frigorificos S.A. De C.V.
- Global Cold Chain Alliance
- Jamison Door Latinoamerica S de RL de CV
- Jugos Del Valle-Santa Clara Lincarefrigeracion
- Loginspecs S. C.
- Metecno S.A. De C.V.
- Nafta Frigorificos SA de CV Refrigeracion Linca SA de CV
- RefrigiWear Inc.
- Saferfood, S.A. de C.V
- Servicios Administrativos Pilgrims Pride S. de R.L. de C.V
- Sonhofrut, S.A. DE C.V
- Total Tijuana Logistics
- Walmart de Mexico y Centroamerica
The Global Cold Chain Alliance Brazil & ABIAF is organizing the fifth edition of this event focused exclusively on the temperature controlled logistics sector. The event will bring together entrepreneurs and professionals from the cold chain for a day of interaction and broad educational content. The programming is intended for warehousing and logistics executives who are looking for opportunities and solutions to develop their business.

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

**2019 ATTENDEES:**
- ABOL
- ABPA
- Arfrio
- BRF
- CAP Logistica
- Catupiry
- Comfrio
- Confiance Log
- Danfoss
- FM Approvals
- Frigorifico Marba Ltda
- Friopuerto Montevideo
- Friovale Log
- Friozem Armazéns Frigoríficos
- Friozem Armazéns Frigoríficos
- GCCA
- GS&Libbra
- Guentner
- Iceport
- Marba
- Marfrig
- Martini Meat
- Mayekawa
- Opergel Alimentos
- Refrio
- Revista Tecnologística
- RLS Logistics
- Senso Solutions
- Sonda Supermercados
- Superfrío Armazéns Gerais
- Tedesco Engenharia e Logistica
- Testo
- Thermo King
WHO EXHIBITS & SPONSORS?

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

2019 EXHIBITORS & SPONSORS:

<table>
<thead>
<tr>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
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<tbody>
<tr>
<td>Danfoss</td>
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<tr>
<td>Assist Software</td>
<td>Senso Solutions</td>
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<td>Guntner</td>
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<td>Vafilm</td>
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SPONSORSHIP & EXHIBITING OPPORTUNITIES

Sponsorships in USD

PLATINUM – $3,000 (3 AVAILABLE)
- Opportunity to make a brief presentation on technology or trends (2 presentation spots available on first come, first served basis)
- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “Sponsor Ribbon” to wear throughout event
- List of attendees with contact details
- Four event registrations

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

**Optional Additional Benefit (one per Platinum sponsor):
- Water bottles with your company’s logo: add $400
- Fabric bag with your company’s logo: add $400
- Back of the chair with your company’s logo: add $400

GOLD – $2,000
- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “Sponsor Ribbon” to wear throughout event
- List of attendees with contact details
- Three event registrations

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

SILVER – $1,000
- Recognition of sponsorship on conference website, conference marketing emails, and event signage
- Recognition at the official opening of the Symposium
- All sponsors in attendance will receive distinctive “Sponsor Ribbon” to wear throughout event
- List of attendees with contact details
- Two event registrations
Cold Chain Connections are education and networking breakfasts, luncheons or receptions for temperature-controlled logistics professionals. They deliver a dynamic experience, bringing together small groups (15-35) of professionals in key cities around the world for focused, high-quality discussions. During these meetings, attendees first listen to a presenter, and then are encouraged to discuss what they just learned with their peers and colleagues during the meeting.

**SPONSORSHIP BENEFITS**

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

*Maximum of Three (3) Sponsors per Cold Chain Connection. Contact GCCA to discuss exclusive sponsorship opportunities or to discuss multiple meeting discounts*

<table>
<thead>
<tr>
<th>DATE</th>
<th>LOCATION</th>
<th>EVENT NAME</th>
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<tbody>
<tr>
<td><strong>ASIA PACIFIC</strong></td>
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<tr>
<td>October</td>
<td>Melbourne, Australia</td>
<td>Cold Chain Connection</td>
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<tr>
<td>June or July</td>
<td>Beijing, China</td>
<td>Cold Chain Connection</td>
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</tbody>
</table>

| **CANADA**      |                   |                     |
| TBD Spring      | Ottawa, Canada    | Cold Chain Connection |
| TBD Fall        | Toronto, Canada   | Cold Chain Connection |

| **EUROPE**      |                   |                     |
| 10-12 June      | Italy             | Cold Chain Connection |
| 18-20 November  | Belgium           | Cold Chain Connection |

| **GULF REGION/MIDDLE EAST** |                   |                     |
| TBD                        | Dubai, UAE        | Cold Chain Connection |
### GCCA COLD CHAIN CONNECTIONS
#### 2020 AGENDA AND 2019 PARTICIPANTS

<table>
<thead>
<tr>
<th>LATIN AMERICA</th>
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<tbody>
<tr>
<td>February</td>
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<td>Panama City, Panama</td>
<td>Cold Chain Connection</td>
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<td>February</td>
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<td>São Paulo, Brazil</td>
<td>Cold Chain Connection</td>
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<td>March 12</td>
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<td>Curitiba, Brazil</td>
<td>Cold Chain Connection</td>
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<tr>
<td>April</td>
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<td>Santiago, Chile</td>
<td>Study Tour</td>
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<td>June</td>
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<td>Goiania, Brazil</td>
<td>Cold Chain Connection</td>
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<tr>
<td>October 22 (may change)</td>
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<td>Rio de Janeiro, Brazil</td>
<td>End of Year Dinner</td>
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<thead>
<tr>
<th>SOUTH AFRICA</th>
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<tbody>
<tr>
<td>March 9</td>
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<td>Cape Town, South Africa</td>
<td>Cold Chain Connection</td>
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<tr>
<td>March 4</td>
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<td>Sandton, Johannesburg, South Africa</td>
<td>Cold Chain Connection</td>
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<td>March</td>
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<td>Durban, South Africa</td>
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<td>October</td>
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<td>Cape Town, South Africa</td>
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<td>Johannesburg, South Africa</td>
<td>Cold Chain Connection</td>
</tr>
<tr>
<td>October</td>
<td></td>
<td>Durban, South Africa</td>
<td>Cold Chain Connection</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>UNITED STATES</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td></td>
<td>North Atlantic Region</td>
<td>Cold Chain Connection</td>
</tr>
<tr>
<td>June</td>
<td></td>
<td>Southwest Region</td>
<td>Cold Chain Connection</td>
</tr>
<tr>
<td>July</td>
<td></td>
<td>Southeast Region</td>
<td>Cold Chain Connection</td>
</tr>
<tr>
<td>November</td>
<td></td>
<td>Heartland Region</td>
<td>Cold Chain Connection</td>
</tr>
</tbody>
</table>

### PRICING:

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

<table>
<thead>
<tr>
<th>SPONSORSHIP*</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GCCA Cold Chain Connection - (All Regions Except Europe)</td>
<td>$2,000 each</td>
</tr>
<tr>
<td>GCCA Cold Chain Connection - (Europe)</td>
<td>€2,500</td>
</tr>
</tbody>
</table>

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

GCCA has the ability to host a Cold Chain Connection anywhere in the world! GCCA also has active development projects and has the ability to add a Cold Chain Connection in conjunction with a project. Contact James Rogers at jrogers@gcca.org or +1 703 373 4303 to discuss either one of these special opportunities.
Hosting your own webinar or branding a GCCA Webinar Series helps position your company as an industry leader, while building your brand and generating qualified leads for you and your team.

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

**BENEFITS OF SPONSORING:**

**RAISE BRAND AWARENESS**

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

**ACHIEVE MEASURABLE RESULTS**

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

**WFLO INSTITUTE WEBINAR SERIES**

**SERIES I: MANAGERIAL DEVELOPMENT**

Audience: managers, supervisors (any industry or role)

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

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

Audience: C-Suite, executives, general managers

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

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

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

**Sponsoring provides the following features:**

- Branded slides at start of webinar
  - Verbal introduction by facilitator noting support
  - 2-minute overview of services made by sponsor
  - Speaker introduction (Optional)
- Two marketing emails to GCCA membership
- Promotion in Cold Connection e-Newsletter
- Logo on GCCA’s event page and website
- Final registration list after the webinar
- Recording will be archived on the GCCA site

- Complimentary discount code for customers/prospects outside of GCCA membership (Non-Member cost is $99 per webinar)
SPONSORED WEBINAR

Audience: Up to you!

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

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

Frequency: Three (3) available per year

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

Previous topics included:

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

Sponsoring provides the following features:

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

WHAT DO WE NEED FROM YOU TO GET STARTED?

- Desired timeframe preferences for webinar
- Official title of the webinar, with a description and speakers (please include their titles and email addresses)
- Your logo in high resolution (.eps) format
The WFLO Institute is the industry’s premier cold chain training program for professionals engaged in temperature-controlled logistics. The Scholarship Program provides an all-expenses paid scholarship for deserving IARW warehouse members who excel in their companies to attend the WFLO Institute, including travel, lodging, Institute fees, and other events. This is an opportunity to support the industry in a way that furthers the industry through talent development. Sponsors will be able to showcase their company by supporting the WFLO Institute Scholarship Fund.

**SPONSORSHIP BENEFITS**

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

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

**Cost: $7,500**

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

** Even though you will only be present at one of the 2 Institute programs, there will be logo visibility, placement in the workbook, and verbal recognition of all scholarship program sponsors at both locations.
WFLO Online Learning offers a convenient and efficient way to advance your career or train employees with industry specific, self-paced, engaging online courses that can be accessed on-demand, 24/7.

Sponsor a Course

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

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

Course Examples:
- Cold Chain: The Indispensable Link
- Forging a Strong Cold Chain
- Managing a Team: Introduction to Situational Leadership

Cost: Because this opportunity is dependent upon your expectations for the course, please contact James Rogers for a custom quote at 703-373-4300 or jrogers@gcca.org.
2020 ADVERTISING OPPORTUNITIES

ADVERTISING CONTACT
For all advertising inquiries or to book space, contact:
Jeff Rhodes
MCI USA
jeff.rhodes@mci-group.com
+1 410 584 1994
COLD FACTS Magazine is now read by over 5,000 cold chain executives in 82 countries worldwide. GCCA recently doubled the circulation of the magazine to reach deeper into key executives and facility managers at GCCA member companies as well as Food Service and Food Processing subscribers. Every issue includes articles covering all sectors of the cold chain industry as well as member news, association news, and interviews with innovative industry leaders.

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

**EDITORIAL CALENDAR**

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

**ADVERTISING RATES**

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

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>AD PLACEMENT DEADLINE</th>
<th>ARTWORK DEADLINE</th>
</tr>
</thead>
<tbody>
<tr>
<td>January–February 2020</td>
<td>15 November 2019</td>
<td>22 November 2019</td>
</tr>
<tr>
<td>March–April 2020</td>
<td>17 January 2020</td>
<td>24 January 2020</td>
</tr>
<tr>
<td>July–August 2020</td>
<td>15 May 2020</td>
<td>22 May 2020</td>
</tr>
<tr>
<td>September–October 2020</td>
<td>17 July 2020</td>
<td>24 July 2020</td>
</tr>
<tr>
<td>November–December 2020</td>
<td>18 September 2020</td>
<td>25 September 2020</td>
</tr>
</tbody>
</table>

ADVERTISING SIZES

<table>
<thead>
<tr>
<th>SIZE</th>
<th>DIMENSIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cover 4–Bleed</td>
<td>8 5/8&quot; x 11 1/8&quot;</td>
</tr>
<tr>
<td>Cover 4–No Bleed</td>
<td>7 3/8&quot; x 10&quot;</td>
</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>
REFRIGERATED WAREHOUSING & LOGISTICS SHOWCASE

Want to run your own advertorial in a special issue of COLD FACTS Magazine that has bonus distribution to thousands of attendees at Cold Chain Conference & Expo, and the GCCA Pavilions at industry events across North America?

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

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

SELECT YOUR ADVERTISING PACKAGE

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

<table>
<thead>
<tr>
<th>SIZE</th>
<th>COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-page article/ad</td>
<td>$1,995</td>
</tr>
<tr>
<td>Two-page article/ad</td>
<td>$2,995</td>
</tr>
<tr>
<td>Back Cover</td>
<td>$2,995</td>
</tr>
<tr>
<td>Inside Front Cover or Inside Back Cover</td>
<td>$2,745</td>
</tr>
</tbody>
</table>

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@mci-group.com
CONTROLLED ENVIRONMENT DESIGN AND CONSTRUCTION SHOWCASE

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

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

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

SELECT YOUR ADVERTISING PACKAGE

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

<table>
<thead>
<tr>
<th>SIZE</th>
<th>COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-page article/ad</td>
<td>$1,995</td>
</tr>
<tr>
<td>Two-page article/ad</td>
<td>$2,995</td>
</tr>
<tr>
<td>Back Cover</td>
<td>$2,995</td>
</tr>
<tr>
<td>Inside Front Cover or Inside Back Cover</td>
<td>$2,745</td>
</tr>
</tbody>
</table>

Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@mci-group.com
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>Ad Type</th>
<th>Price</th>
<th>Description</th>
<th>Ad. spec:</th>
</tr>
</thead>
<tbody>
<tr>
<td>A SUPER TOP BANNER</td>
<td>$2,950</td>
<td>Leaderboard above the masthead, guaranteed first ad to be seen on the newsletter.</td>
<td>JPG, GIF, PNG</td>
</tr>
<tr>
<td>B TOP BANNER</td>
<td>$2,750</td>
<td>Premium position at the top of the eNewsletter guarantees all will see your ad when they open the newsletter.</td>
<td>JPG, GIF, PNG</td>
</tr>
<tr>
<td>C FEATURED CONTENT</td>
<td>$2,400</td>
<td>Banner allows companies to combine imagery, color and text in an intersecting and compelling manner.</td>
<td>JPG, GIF, PNG</td>
</tr>
<tr>
<td>D MEDIUM RECTANGLE</td>
<td>$2,400</td>
<td>These versatile squares can be used for branding or product promotion.</td>
<td>JPG, GIF, PNG</td>
</tr>
<tr>
<td>E FULL BANNER</td>
<td>$2,400</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>
<td>JPG, GIF, PNG</td>
</tr>
</tbody>
</table>

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

TAKING THE COLD CHAIN INDUSTRY TO NEW LEVELS WORLDWIDE

41
The Global Cold Chain Directory Buyers’ Guide (App and Online) is the world’s leading resource for finding refrigerated warehousing and logistics providers, cold storage design/build companies, temperature controlled transportation, and cold chain industry suppliers. The GCCA Directory Buyers Guide has been downloaded by users in 87 countries around the world.

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

A1 AND A2 LEADERBOARD, HEADER/FOOTER $4,000
Located strategically under the search box and also at the bottom of the page, this prime advertising position provides the most prominent exposure for your company.
Ad. spec: JPG, GIF, PNG | 728x90px | Run-of-Site | Max. size: 40z | 3 months

B MEDIUM RECTANGLE B $3,000
Located in the upper right-hand column of the home page and on other category results pages, this top location provides your company with a highly visible and noticeable position to promote your brand.
Ad. spec: JPG, GIF, PNG | 300x250px | Run-of-Site | 3 months

C FEATURED VENDOR $3,500
An excellent way to ensure outstanding exposure. Your company receives prominent placement on the homepage and also on category result pages as well.
Ad. spec: JPG, PNG | 100x55px. 50 Characters for title plus 200 Characters for message | 3 months

D FEATURED PRODUCT $2,000
Designed to be an exclusive and premier position to promote your company’s product or service. Only two ad positions available. No rotation.
Ad. spec: JPG, PNG | 100x55px | Run-of-Site 50 Characters for title plus 200 Characters for message | 3 months

Advertising Questions?
Contact Jeff Rhodes +1-410-584-1994 or jeff.rhodes@mci-group.com
The Buyers’ Guide search promotion offers a variety of prominent display advertising opportunities. Get prominent presence in the categories that are most relevant to your company.

**E CATEGORY PLACEMENT**

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

<table>
<thead>
<tr>
<th>Category Placement</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>E1 1ST CATEGORY PLACEMENT</td>
<td>$2,000</td>
</tr>
<tr>
<td>E2 2ND CATEGORY PLACEMENT</td>
<td>$1,500</td>
</tr>
<tr>
<td>E3 3RD CATEGORY PLACEMENT</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

Advertising Questions?
Contact Jeff Rhodes at +1 410 584 1994 or jeff.rhodes@mci-group.com
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: $4,200  
- 6 months: $2,400  
- 3 months: $1,500

Rates above include both the horizontal and square banner placements.

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@mci-group.com
The Cold Chain Conference & Expo, formerly known as the Global Cold Chain Expo, is the premier learning event for the perishables industry. Enhanced from previous years, the education conference blended with the trade show combine to deliver the most valuable and comprehensive business-to-business networking event in the industry.

If your company produces, handles, stores, transports or is involved in the distribution of perishable products and are looking to optimize your supply chain, improve operations, and/or construct a facility, the Cold Chain Conference & Expo is your “can’t-miss” event of the year!

**ADVERTISING DEADLINES**
Ad reservation deadline 3 August 2019; material deadline 10 August 2019

**ADVERTISING RATES**

<table>
<thead>
<tr>
<th>SIZE (SHOW GUIDE)</th>
<th>DIMENSIONS</th>
<th>PRICE (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover</td>
<td>8.5&quot; x 11&quot;</td>
<td>$2,725</td>
</tr>
<tr>
<td>Inside Front Cover</td>
<td>8.5&quot; x 11&quot;</td>
<td>$2,095</td>
</tr>
<tr>
<td>Inside Back Cover</td>
<td>8.5&quot; x 11&quot;</td>
<td>$2,095</td>
</tr>
<tr>
<td>Full Page Ad</td>
<td>8.5&quot; x 11&quot;</td>
<td>$1,675</td>
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<tr>
<td>Half Page Ad</td>
<td>8.5&quot; x 5.5&quot;</td>
<td>$1,055</td>
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<table>
<thead>
<tr>
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<th>DIMENSIONS</th>
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</thead>
<tbody>
<tr>
<td>Rotating Banner ad on the GCCE website home page</td>
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<tr>
<td>Rotating Banner ad on the GCCE website Event Expo Map page</td>
<td>205 pixels wide x 60 pixels high</td>
<td>$1,500</td>
</tr>
</tbody>
</table>

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