

NATA Airline Services Council



Our membership in NATA has significantly improved our bottom line in two areas. First, the emphasis on Safety and Accident prevention helped reduce costs in that area. Second, by using NATA's Workers' Compensation program, we saved thousands of dollars in insurance this year.

Jack Evans
CEO
Total Airport Services, Inc.



The NATA Airline Services Council

The National Air Transportation Association (NATA) formed the Airline Services Council (ASC) in 2002 to further the interests of companies that provide services to scheduled air carriers as their primary business. The primary goal of the NATA ASC is to serve member companies and provide a voice within the public policy arena, especially on issues that impact their viability and profitability.

Today, the NATA ASC represents local, regional, state and international aviation services providers that account for approximately \$5 billion in combined revenue and over 90,000 employees and provide services at 425 airports in 67 countries. Those organizations are an integral component of the national air transportation system offering a broad range of airline- and airport-related services, including:

- Passenger In-Terminal Services
- Ramp Handling
- Cargo And Mail Handling For Domestic And International Airlines
- TSA-Regulated Inspection, Monitoring And Screening
- Into-Plane Fueling
- Aircraft De-icing
- Skycaps And Wheelchairs
- Ground Support Equipment Maintenance, Leasing, And Sales
- Distribution Of Specialized Airport Equipment
- Cabin Cleaning And Janitorial Services
- Airline And Airport Technical Support
- Aviation Law
- Airport Property Development

The Opportunity

Airline services companies are an extraordinary and critical component of the international air transportation system, but they also face an intense set of challenges.

As the worst financial downturn since the Great Depression wore on and airline passenger and cargo traffic percentages plunged by double-digit percentages, NATA ASC members faced a daunting year in 2009. While the drop in revenue traffic encouraged air passenger and cargo carriers to outsource more tasks historically performed in-house as a cost cutting measure, overcapacity, customer bankruptcies, and falling service rates and yields pressured the airline services industry. As these trends gained momentum, the airline services industry itself underwent further consolidation through mergers and acquisitions, as well as closures and capacity reductions. At the same time, the industry experienced a veritable halt to investments in infrastructure improvements. Moreover, government regulation of the airlines and airline services companies in a post-9/11 world often has been burdensome, ill-advised, costly or of limited value.

If the airline services industry collectively can continue to seize the opportunity to address these and other threats proactively, greater prosperity will be assured. NATA's Airline Services Council was formed to accomplish just that including:

- Improve safety and security by working closely with governmental agencies to help shape aviation policy
- Promote the economic interests of aviation services companies to ensure viability of strong competition
- Identify risks to and opportunities for the airline services industry
- Jointly address high importance initiatives and, when appropriate, lobby on behalf of NATA ASC members before government and industry
- Enhance the understanding of NATA ASC concerns by governmental and airport authorities and achieve regulatory, legislative or market improvements that benefit NATA ASC members
- Provide the catalyst and a forum for industry discussion and education
- Have its members recognized as integral to the success of the transportation infrastructure by government officials and the greater scheduled air carrier community



NATA ASC 2009 Accomplishments

Backed by the resources, leadership and reputation of the NATA as a highly respected advocate, the NATA ASC has brought the airline services industry full recognition by government and other entities. In addition, the NATA ASC has provided its members with an awareness of new and proposed aviation rulemaking as well as non-aviation-related legislative proposals that could impact their businesses. In conjunction with this, the NATA ASC has established peer-to-peer communication among its members, which has enhanced access for industry leaders to Members of Congress and senior officials of the Department of Transportation and the Department of Homeland Security, including key executives of the Transportation Security Administration (TSA).

In 2009, the NATA Airline Services Council accomplished the following objectives:

Airports Providing Aviation Services

- Updated and reissued its white paper on Airports Providing Aviation Services
- Developed a comprehensive white paper titled "How the Sponsor Assurances Affect Airline Services Companies at Commercial Airports"
- NATA continued media efforts to counter efforts by airports entering into ground handling including quotes from NATA ASC members and NATA staff in publications including Ground Support Magazine
- Continued campaign to encourage airports to develop and implement comprehensive minimum standards to protect the rights of both airports and commercial aeronautical service providers

- Continued to support language within the U.S. House of Representatives' FAA Reauthorization legislation that expresses support for enhanced oversight over the Small Community Air Service Development program encouraging the U.S. Department of Transportation to consider the impact a grant under the program would have on existing businesses at the airport

Badging

- Continued grassroots effort to expedite the current badging process at America's commercial airports
- Provided an updated, comprehensive white paper on the current badging process at America's commercial airports and the negative impact it is having on airline services companies



Cargo Security

- Continued regular dialogue with senior TSA officials on implementation of new mandate to screen all cargo placed on commercial passenger aircraft
 - Submitted comprehensive comments on the Air Cargo Screening Interim Final Rule that took effect on November 16, 2009
 - Provided a detailed white paper to members on the impact the Air Cargo Screening Interim Final Rule has on airline services companies
- Drafted a comprehensive analysis of the advantages and disadvantages of airline services companies becoming regulated entities

The NATA ASC enables us to present the airline services industry's point of view to the legislative and regulatory decision makers.

*Fred DiBenedetto
Vice President, Business Development
Fortbrand Services, Inc.*



Employee Free Choice Act

- Orchestrated an online grassroots effort by NATA ASC members to oppose the Employee Free Choice Act being considered by Congress
- Provided a comprehensive white paper on the impact the Employee Free Choice Act would have on the airline services industry
- Provided detailed talking points for NATA ASC members to use when talking to Capitol Hill staff, the media and customers
- Provided members with a legislative summary on the impact the Employee Free Choice Act could have on NATA ASC member companies
- Provided written and oral testimony before the National Mediation Board on proposed changes to the Railway Labor Act

Environmental

- At the request of NATA and other industry partners, the U.S. Environmental Protection Agency (EPA) extended the comment period of the proposed De-ice Effluent Limitations Guidelines to February 26, 2010, from December 2009.
- Continued work with the EPA in delaying the Spill Prevention, Control and Countermeasures compliance date
- Provided members with a regularly updated Environmental Fact Sheet on current initiatives undertaken by NATA and the industry

Health Care Reform

- Provided members with regular legislative updates on health care reform legislation being considered by Congress
- Provided members with a detailed analysis as to how pending health care reform legislation would affect airline services companies

Membership

- Increased membership from 20 companies in 2008 to nearly two dozen companies in 2009
- Included member profile of NATA ASC Chairman Jack Evans within the third quarter edition of the *NATA Aviation Business Journal*
- Expanded information and intelligence within NATA's *ASC Monthly Update*
- Developed an official NATA ASC logo that members can prominently showcase on their company Web site and stationary
- Expanded the NATA ASC Web site to include more detailed information important to the airline services industry
- Widely dispersed the 2009 NATA ASC brochure to officials on Capitol Hill, at the federal agencies and to members of the media as well as the industry-at-large
- Worked with members to host Members of Congress on tours of their facilities

Meetings

- Conducted four in-person and teleconference meetings in 2009 that included participation by high-ranking TSA and other governmental officials
- Conducted a successful 2009 Day on the Hill meeting for NATA ASC member companies

When a security issue arises, I immediately pick up the phone and express my concern to NATA staff. I have found them to be responsive, knowledgeable and a valuable resource...our company's voice is heard through the NATA's Airline Services Council.

Jeanette Quay

*Executive Vice President, General Counsel and Secretary
Worldwide Flight Services*

NATA ASC Member Benefits

NATA Airline Services Council Members receive the following benefits:

- Unique opportunities for peer-to-peer benchmarking and information exchange
- Only U.S. forum for airline services companies to discuss legislative, regulatory and security issues
- Individualized federal advocacy, representation and case work on NATA ASC issues
- Enhanced access to federal officials, including Congress, the Department of Transportation, the Department of Homeland Security and the Transportation Security Administration
- Full recognition by government and other entities that the airline services providers have an opportunity to improve upon proposed legislation or regulations
- Up-to-date news and information tailored expressly for NATA ASC members and delivered via email
- Media advocacy on behalf of members in defense of airline services companies





The 2010 NATA ASC Agenda

NATA has identified the following issues as legislative, regulatory and membership priorities for 2010:

- Air Cargo Security
- Airline Bankruptcies
- Airport Badging
- Airports Providing Aviation Services
- De-ice Effluent Limitations Guidelines
- Employee Free Choice Act
- Grassroots Development and Member Participation
- Health Care Reform
- Insurance
- Membership Growth
- Railway Labor Act Changes
- Security Directives Impact on Airline Services Companies

NATA AIRLINE SERVICES COUNCIL MEMBERS

Air General Inc.

Aircraft Service International Group

Airport Terminal Services Inc.

Alliance Air

AMB Property

Aramark Facility Services

Cargo Airport Services, LLC

Certified Aviation Services, LLC

Fortbrand Services Inc.

GAT Airline Ground Support, Inc.

Gate Safe, Inc.

Huntleigh USA

Integrated Deicing Services

Menzies Aviation

Quantem Aviation Services

Servisair

Superior Aircraft Services

Swissport Fueling, Inc.

Total Airport Services, Inc.

Worldwide Flight Services

In today's ever-changing environment, I cannot imagine operating the company in a vacuum which is why I find NATA ASC a tremendous value. It has raised our level of awareness on government issues that allows ATS to make informed decisions.

*Sally Leible
President and CEO
Airport Terminal Services, Inc.*

Although the NATA ASC caters to the unique concerns of airline services firms, NATA's traditional membership has always been made up of aviation services companies.

Founded in 1940, NATA aggressively promotes safety and the success of aviation services businesses through its advocacy efforts before government, the media and the public as well as by providing valuable programs and forums to further its members' prosperity. Headquartered in Alexandria, Virginia, NATA is one of the leading aviation trade associations in the United States, with nearly 2,000 member companies operating in the U.S. and internationally.

2010 MEETING SCHEDULE

April 26–27, 2010
Alexandria, VA

October 25, 2010
Las Vegas, NV



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