

Buyers flock to Amsterdam for ATC Global 2013

Amsterdam, 15 March 2013 - 107 countries; 6 continents: a truly global representation of the ATM buying market.

Despite the arctic weather, the industry was once again out in force at ATC Global 2013 where the international ATM community chose to do business. Now in its 23rd year, the event continues to bring together buyers and sellers from across the globe, accelerating the procurement process contributing to the implementation and deployment of major ATM projects.

ATC Global confirms its position as the place to do business, "ATC Global was a great success for us. The success is related to the critically important Hosted Buyer Programme. The qualification of our visitors proved to be beneficial for both parties. Intelcan is looking forward to continuing its support to, and presence at, ATC Global 2014", commented Amanda Ellis, Director, Intelcan.

ATC Global proactively sources international buyers who are actively procuring ATM technologies and solutions. The event facilitates hosted 1-2-1 meetings for participants in the programme, who this year, included representatives from Myanmar, Colombia, Afghanistan, Lebanon, Vietnam, Peru, Argentina, Uruguay, Algeria, Morocco, Zimbabwe, Nepal, Tunisia, Cuba, Bolivia, Egypt, Rwanda alongside a host of European countries. Since the conception of the Hosted Buyer Programme in 2011 the event has attracted delegations from all major territories with approved investment plans.

"Rarely do we get an opportunity to meet with so many international ATM suppliers in one place at one time. Thanks to the team at ATC Global, we have been given a full itinerary of meetings each day and have benefited from extremely productive conversations that will undoubtedly lead to the purchasing of ATM products and services. We have many challenges ahead of us and being able to discuss these with relevant companies that can provide relevant solutions has been invaluable. The organisation from beginning to end has been superb and I would like to thank the team for all their commitment to making ATC Global such a valuable experience for us", Brigadier Jose Alberto Palermo, Director General, DGCTA, added.

With China set to build 70 new airports by 2015, the country is already a significant buyer within the global ATM market. In recognition of their significance, ATC Global went to great lengths to bring a delegation of over 70 senior ATM professionals to ATC Global in 2013. The delegation included representatives from the CAAC ATMB, the Hong Kong CAD and all regional Chinese ATM Bureaus. Speaking on behalf of the delegation, Christine Guan, ATC Global's China Director states, "It has been extremely important for the delegation to attend ATC Global to engage with fellow ATM professionals from across the globe and participate in key discussions on the future of the industry and the part China will play over the next few years. Having met with many companies who are doing amazing things within the ATM space, the delegation look forward to returning home and sharing this knowledge with their team and the wider ATM community in China."

2014 looks set to repeat the success with over 70% of suppliers having reserved their space for ATC Global 2014, Amsterdam – 11-13 March.

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Notes to Editors:

About ATC Global:

ATC Global 2013 is the place for the international ATM community to do business.

Founded in 1990, the event brings together buyers and sellers from across the globe, accelerating the procurement process contributing to the implementation and deployment of major ATM projects.

The ATC Global team proactively seeks out procurement personnel from traditionally inaccessible markets who are actively sourcing ATM products and services, and facilitate buyer-seller meetings for all in attendance.

ATC Global is a three day event comprising a world-leading exhibition, high-level conference programme, hosted buyer scheme, networking receptions, extensive free educational content and the ATC Global Excellence Awards and Gala Dinner.

UBM, the organisers of ATC Global, helps businesses make connections, communicate their proposition and do business effectively throughout the world.