



IATA
CARGO REVENUE
MANAGEMENT
& DISTRIBUTION
SUMMIT

KUALA LUMPUR, MALAYSIA
NOVEMBER 8-9, 2006

THE IATA
CARGO REVENUE MANAGEMENT
AND DISTRIBUTION SUMMIT

BRINGS TOGETHER AIR CARGO'S LEADING PRACTITIONERS AND EXPERTS IN THE AREAS OF PRICING, REVENUE MANAGEMENT, MARKETING, AND DISTRIBUTION STRATEGY. THE SUMMIT WILL FOCUS ON THE INDUSTRY'S EMERGING TRENDS AND HIGHLIGHT THE LATEST DEVELOPMENTS IN BUSINESS PRACTICES AND TECHNOLOGY.



IMPROVE YOUR UNDERSTANDING AND GAIN FIRST HAND INFORMATION ON EFFECTIVE REVENUE ENHANCEMENT STRATEGIES. COME AWAY WITH BUSINESS OPPORTUNITIES, ACCESS TO EXPERTS AND USEFUL TIPS.

KEY TOPICS INCLUDE

- Applying Revenue Management to the Air-Cargo Industry
- Yield and demand forecasting tools and techniques
- Value-based pricing strategies
- Pricing & RM performance metrics
- Managing directional imbalances
- Effective utilization of pre-booked space contracts
- Distribution channel management
- E-Booking
- Outsourcing distribution.
The role of the GSSA in an Airline RM Strategy.

WHO SHOULD ATTEND

- Cargo Vice-Presidents and Directors
- Pricing and Revenue Management Directors & Managers
- Strategic Planners
- Managers in IT, Planning, Scheduling & Marketing Departments
- Marketing/Commercial Directors
- Aviation Consultants
- System Providers
- Anyone with a strong interest in getting the latest information on Cargo Revenue Management and Distribution!

VENUE

Kuala Lumpur Ritz Carlton Hotel.
Contact hotel about special IATA Cargo RM rates.

www.ritzcarlton.com/hotels/kuala_lumpur
Tel: +(603) 2142-8000

REGISTER NOW AND LOCK IN SAVINGS!

Take advantage of early booking rates
available until 30 September 2006:

By September 30th	Single Delegate	Group Rate
IATA Member	USD 840	USD 670
IATA Strategic Partner	USD 1,020	USD 820
All Others	USD 1,200	USD 960

October 1st and beyond	Single Delegate	Group Rate
IATA Member	USD 1,000	USD 800
IATA Strategic Partner	USD 1,220	USD 980
All Others	USD 1,440	USD 1,150

*Group Rate is the individual fee extended to three or more delegates from the same organisation



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REGISTRATION FORM

3 Easy Ways To Register



Please fill in the attached form and fax it back to:
+41 770-2684

@ hayatm@iata.org
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Contact details

Complete this form using BLOCK LETTERS

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Job title: _____	Tel. country code: + _____	Tel. regional code: (_____)	
Company: _____	Tel.: _____		
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Address: _____	Fax: _____		
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Please register me for this event. I agree to abide by the terms stated herein and acknowledge that upon registration I am liable for payment pursuant to the terms.

Signature:

Method of Payment

Payment: I will pay USD _____ by the following method:

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(must be drawn on a North American bank and must be micro-encoded to the address below.)
International Air Transport Association
Interline Tariffs Department
P.O. Box 416
1215 Geneva 15 Airport
Switzerland

Beneficiary: IATA

UBS, 8 Rue du Rhone
1211 Geneva 2
Switzerland

Bank Code: 240

SWIFT Code: UBSWCHZH12A

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Via the IATA Clearing House (Members only)

By credit card as authorised below:

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Terms

IATA has a 30-day payment policy and reserves the right to refuse entrance to any event. Within 30 days prior to the event, invoices will be issued on a "payment upon receipt" basis only. Conference fees include attendance at the event, all conference documentation, lunches, morning and afternoon refreshment break, and cocktail reception, if applicable. It does not include accommodations or breakfast. In the event of bad debt, and where a Debt Collector's services are required, an additional cost of 35% will be levied to the outstanding balance.

Cancellation Policy: Cancellations must be received in writing by 15 Oct 2006, and will be subject to a cancellation administration fee of 20% of the applicable fees unless a substitute delegate is found. In the case of credit card payments, an additional charge of 6% will apply to cover credit card charges. After this date, the full registration fee will apply (suitable substitutions will however be accepted). There will be no refund for no shows.

IATA occasionally makes its delegate lists available to selected industry third parties. By completing this form, attendees give permission to IATA to pass their contact details to selected third parties and exhibitors to this event. If such permission is denied, please (✓) this .