

Milena Fajardo

De: Claudio Terry
Enviado el: Friday, August 25, 2023 2:22 PM
Para: Milena Fajardo
Asunto: ENC: Bluesky

Claudio Terry

Cargo and Security Director

E-mail cterry@alta.aero | -C +55 11 97675-6222

Address: Calle 43 Este, PH Colores de Bella Vista, piso 6, Oficina 6G, Bella Vista, Panamá

<http://www.alta.aero> | Twitter: [@ALTA_aero](https://twitter.com/ALTA_aero)

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De: Kenneth Gibson <kgibson@tiaca.org>

Enviado: sexta-feira, 25 de agosto de 2023 15:37

Para: Claudio Terry <CTerry@alta.aero>; Glyn Hughes <ghughes@tiaca.org>; Eric Hartmann <ehartmann@tiaca.org>

Cc: Rachael Negron <rnegron@tiaca.org>

Assunto: RE: Bluesky

Hello, Claudio.
Happy Friday.

I hope that you and your team are all doing well.

After discussing internally, we would like to propose the following two scenarios for TIACA / ALTA 'BlueSky collaboration'.

1. ALTA Members are offered the TIACA Member rate of \$3.6K per BlueSky assessment.
or
2. ALTA Members are offered the Non-Member rate of \$4.9K per Blue Sky assessment, and ALTA receives \$1K per assessment. This would not apply to shared ALTA/TIACA members (LATAM, Avianca) as they are already eligible for the TIACA member rate.

TIACA supports the the idea of an MoU between both parties.

We will draft an MoU next week and share for your team's review, edit, and approval.

In the meantime, I invite you to share any thoughts or concerns that come to mind.

Un Saludo fuerte!

KENNETH GIBSON

Head of Business Development &
Membership

kgibson@tiaca.org

[Connect with me on LinkedIn](#)



The International Air Cargo Association

PO Box 661510
Miami, FL 33266
+1 786-265-7013
www.tiaca.org

*"The opposite of Networking, Is **NOT**
working"
- Someone smart*

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From: Claudio Terry <CTerry@alta.aero>

Sent: Friday, August 18, 2023 5:17 PM

To: Glyn Hughes <ghughes@tiaca.org>; Eric Hartmann <ehartmann@tiaca.org>; Kenneth Gibson <kgibson@tiaca.org>

Cc: Milena Fajardo <MFajardo@alta.aero>

Subject: Bluesky

Dear Glyn, Eric and Milena,
I hope this finds you well.

I'm very glad to inform you that we had a very promising conversation with Botelho and I believe that we should have another round to clarify one or two issues in order to have in the next ALTA LEADERS FORUM the launching.

[@Eric Hartmann](#) let's agree by whats app the time/date please... call you monday morning.... I will coordinate with Milena accordingly.

Vbrgds!

Claudio Terry

Cargo and Security Director

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