



Affiliate
Membership



About ALTA

ALTA is a private non-profit association serving the airline industry whose objective is to develop a safer, more efficient, and sustainable aviation in Latin America and the Caribbean.

Mission

Founded in 1980, ALTA coordinates collaborative efforts throughout the entire value chain maximizing the impact that aviation has on the economic and social growth of the region for the benefit of industry, nations, and populations served by air transport.

Objectives

To examine the key challenges of the region's air transport and provide recommendations and actions for improved solutions. To collaborate with all other industry players and associations on the above subjects.

Main Priorities

Safety. To promote safer air transport in the region.

Efficiency and Productivity. Create adequate opportunities for the proactive advancement of the industry in the region.

Environment. Promote environmentally friendly air transport in the region.





Executive Committee

The Executive Committee is appointed by the General Assembly for a one-year term. It governs ALTA by establishing policies and objectives to be approved by the General Assembly and has an oversight role over ALTA's Management Team.

ALTA's Executive Committee Members

PRESIDENT

Adrian Neuhauser
CEO Avianca

VICE PRESIDENTS

Roberto Alvo
CEO LATAM Airlines Group S.A.

Andrés Conesa
CEO Grupo Aeromexico

Pedro Heilbron
CEO Copa Airlines

Tracy Cooper
CEO Bahamas Air

John Rodgerson
CEO Azul Airlines

EXECUTIVE DIRECTOR

Jose Ricardo Botelho
ALTA



Working Groups

The Working Committees are led by ALTA and supported by airlines and affiliates, which designate technical staff to be part of this team. These committees analyze the problems that the airlines of the region have in common, in search of solutions that benefit the majority. You will have the opportunity to be in direct contact with the personnel responsible for the implementation of solutions from other airlines.

✈ **Maintenance and MRO Committee:** Its mission is to facilitate and promote cooperation, the exchange of information and experiences, and the execution of joint actions among ALTA member airlines for the continuous improvement of aeronautical maintenance. The Maintenance and MRO Committee is an active technical alliance that acts jointly and in coordination for the protection and promotion of the interests of its members. Founded more than 30 years ago, this committee is the primary group of ALTA's working groups.

✈ **Technical Procurement Committee:** It seeks to improve the airline purchasing process. Likewise, among its initiatives and goals are to improve the quality and service of suppliers in the region. This group leads an initiative to evaluate suppliers to raise their quality and service standards. Through this group, we intend to provide suppliers with adequate information that will enable them to identify opportunities for improvement. This group selects the best suppliers in the region, which are awarded during the CCMA & MRO Conference.

✈ **Fraud Prevention Committee:** The mission of the Fraud Prevention Committee is to contribute experiences on best practices to prevent fraud while exploring strategies aimed at improving performance efficiencies and reducing fraud-related monetary losses. This committee also works to identify worldwide trends and their possible implications for the region, working together with credit card franchises, banks, OTAs, and police authorities to identify areas in which joint actions can be undertaken to reduce credit card fraud.

One initiative the committee is closely involved with is the Global Day of Action against fraudsters in which there is close cooperation between the airline industry, police authorities, credit card franchises, and banks to identify fraudsters and help pinpoint the root causes of fraudulent tickets.

✈ **Safety Committee:** With safety being ALTA's top priority. We work in promoting the adoption of ISSA1 certification by operators in the region, at the same time, we work together with States to promote IOSA2 and ISSA as requirements to receive COA3.

ALTA is part of the Operational Safety Committee together with IATA. This committee helps to promote the exchange of information, data and statistics aimed at identifying the main operative risks in the region and to seek measure to mitigate them, as well as to exchange best practices between operators and authorities to improve safety ratings in the region.

✈ **Legal and Aero Political Affairs Committee:** Under the Legal and Government Affairs Committee, the main legal and aero-political representatives of the airlines gather to explore industry challenges and to establish a common, efficient and solid joint position of Latin American and Caribbean airlines before civil aviation authorities, governmental agencies, airport administrations and international and multilateral organization.



This committee gathers twice a year to evaluate, explore and coordinate activities and to establish efficient and solid joint positions to maintain a fair balance between industry stockholders. This committee also oversees all the affairs related to international environmental regulations.

- ✈ **Sustainability Committee:** It coordinates jointly with ALTA member airlines on the best global sustainable practices for the creation of a regulatory framework with the authorities of the region. Together with the Legal and Aero Political Affairs Committee, it ensures the correct compliance of existing regulations and advocates for a consistent legal framework in the region, which follows global guidelines established by ICAO. Together with the Fuel Committee, it leads initiatives to reduce the carbon emissions resulting from the airline's operations, promoting more efficient flights through the optimization of air space and operations at airports. The committee participates in discussions and different initiatives related to the adoption of CORSIA, particularly with the monitoring, reporting, and verification (MRV) phase. The committee supports and guidance with sustainability-related topics to reduce environmental impacts like: Environmental policy and standards, Energy Transition - Net Zero programs, Sustainability Programs and Industry Reports.

- ✈ **Fuel and Airport Charges Committee:** Established in 2005, the ALTA Fuel Committee identifies and develops synergies between airport operators, fuel and service suppliers, governments, and airlines. In addition, it promotes dialogues and best practices to ensure greater transparency, free access, consistency, and predictability in jet fuel prices in the region; and an adequate, safe and quality provisioning; as well as the establishment of more competitive rates and an efficient infrastructure to develop Latin American and Caribbean markets.

The Committee strives to ensure that current rates and charges are in accordance with industry policies dictated by ICAO. In this regard, the fuel committee has complied with its schedule of activities with sessions in the second half of 2021 in Punta Cana, and the first half of 2022 in Mexico City. These sessions allow close meetings between airlines and suppliers to identify work priorities and guidelines in the region looking for efficiencies and best practices.

As a priority set by the Executive Committee of ALTA, the issue of SAF has been included in all discussions. Production and distribution of SAF in the region to airlines will impact the industry and the commitment to reduce emissions as countries comply with international and local mandates. ALTA strive to be updated on what is happening in the region so that member airlines can plan accordingly.

- ✈ **Training Committee:** It was born out of the need of member airlines to seek joint solutions to face the challenges in terms of training operational personnel, especially pilots, as well as knowing and sharing best practices using new trends in technologies and training programs.

This Committee is an interdisciplinary forum whose members are airlines, training centers, service providers and training teams, regulatory bodies, and OEMs.

- ✈ **Technology Committee:** It arises as a response to the interest of member airlines to know in depth the technological trends applicable to our industry, especially in terms of operations and distribution. Representatives of airlines and technology providers participate in this working group to share solutions and experiences that can add productivity and efficiency to the industry in Latin America and the Caribbean.



Our Conferences

Conferences are a unique opportunity where you will have the airlines' decision-makers all in one place. You will meet senior executives of each airline, allowing you to share experiences and make yourself known.

- ✈ **ALTA AGM & Airline Leaders Forum** The largest event of its nature in the Latin America and Caribbean commercial aviation industry, ALTA Airline Leaders Forum is designed to stimulate an international dialogue that promotes a safer, more cost-efficient and environmentally friendly aviation in the region. The Forum provides an excellent opportunity for the industry to come together, analyze and address how best to navigate through the challenges faced by the industry in the current environment. The conference features an agenda of leading CEOs, ministers and top-level industry speakers who discuss issues of importance to the region's airline industry.
- ✈ **ALTA CCMA & MRO Conference** The CCMA & MRO Conference is the premier annual maintenance and technical purchasing conference focusing on four key industry pillars – innovation, technology, efficiency and regulations – in order to develop effective solutions that maximize aviation's economic and social footprint in the region. It provides a unique opportunity for interaction and networking between suppliers and airline representatives.
- ✈ **ALTA Aviation Law Americas** As the region's premier legal aviation conference, ALTA's Aviation Law Americas is designed to facilitate discussion of legal and finance issues of interest to the Latin America and Caribbean air transport industry and those doing business in the region. The two-day agenda covers legal, finance and aero-political issues affecting aviation in North, Central, South America, and the Caribbean.
- ✈ **ALTA Pan American Aviation Safety & Ops Summit** The conference focuses on reviewing safety trends and developing solutions that are critical to the future of the aviation industry, specifically in the Pan American region.

The collaborative actions stemming from key conversations, seminars, and safety committee meetings with influential industry professionals on mutual concerns and emerging issues have contributed significantly to the improvement of aviation safety in the region. The conference is hosted by ALTA in partnership with IATA, ICAO and RASG-PA.
- ✈ **ALTA Fuel & Sustainability Conference** The conference address topics related to the local legal frameworks on the production, import and commercialization of SAF, sustainable airports and carbon offsetting mechanisms for airline passengers, jet fuel market updates, infrastructure, fees and taxes.
- ✈ **ALTA Pilot Training Connect** The main objective of this conference is to generate healthy discussions and promote solutions to the main challenges in the region related to pilot training. At the same time the conference provides the opportunity to promote good communication and teamwork among airlines, civil aviation authorities and the industry.

 ALTA FUEL & ENVIRONMENT CONFERENCE BOGOTA COLOMBIA March 12th - 14th 2024 Main topics: SAF public policy, sustainable supply chain, infrastructure, taxes, CORSIA	 ALTA CCMA & MRO CONFERENCE RIO DE JANEIRO BRAZIL June 3rd - 5th 2024 Main topics: Supply chain disruption, MROs challenges, labor shortage, diversity	 ALTA AVIATION SAFETY FLIGHT OPS & TRAINING SUMMIT LIMA PERU June 18th-20th 2024 Main topics: Main challenges, human factors, emergency response, EBT/CBTA, regulations harmonization, innovative trends	 ALTA AVIATION LAW AMERICAS BUENOS AIRES, ARGENTINA September 18th-20th 2024 Main topics: Cibersecurity, mediation and ethics, blockchain, moral damage, cargo claims	 ALTA AGM & AIRLINE LEADERS FORUM NASSAU BAHAMAS October 28th-30th 2024 Main topics: Competitiveness, responsive regulation, costs, sustainability
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Benefits in Detail

Representation and Relations in the Region

- Access to ALTA member airlines and affiliate companies' top-level contacts
- Access to participate in ALTA's initiatives and projects
- Access to ALTA's knowledge and expertise consultants
- Access to ALTA's industry information and statistics
- Access to promote initiatives in benefit of the industry
- Priority access to airline CEOs (subject to agenda restrictions)
- Priority access to ALTA's network and relations with associations, organizations, and governments (subject to agenda restrictions)

Exclusive Discounts

- Access to ALTA Training Partners' discounts for Executive Education Programs
- Twenty Five percent (25%) discount registration for ALTA events
- Twenty Five percent (25%) discount for booths at ALTA events (where applicable)
- Twenty Five percent (25%) discount on ALTA sponsorships

Communications, PR & Advertising

- Priority booth location and selection at ALTA events
- Complimentary booth space at ALTA's Leaders Forum
- Press room available for press conference (30 minutes) during ALTA's AGM & Airlines Leaders Forum (subject to availability)
- Right to publish material and/or news in our website and newsletters
- Exposure through ALTA's communications channels
- Twenty five percent (25%) discount on yearbook publications
- Inclusion of your company profile in ALTA's Yearbook



Our Affiliate Membership

Requirements

- ✈ Airline-related organization including, but not limited, to the following areas: information technology, aircraft manufacturers, airline services, etc.
- ✈ A financially established organization in business for at least two (2) years
- ✈ Demonstrate a genuine willingness to work with ALTA members in a transparent and fair manner.
- ✈ A three (3) year minimum commitment

Membership's Application Procedure

1. Request Membership Application by contacting to Mercy Correia, Head of Industry Relations at mcorreia@alta.aero
2. Complete and submit application Form.
3. ALTA members will review your request and vote for approval. This process takes about 10 to 15 days.
4. The invoice for the annual fee is submitted.
5. Once the payment is done, we will announce your ALTA membership.

Affiliate Membership Annual Fee

The annual Affiliate Membership Fee for TOPSOE is USD \$12,000.00 (twelve thousand United States dollars).

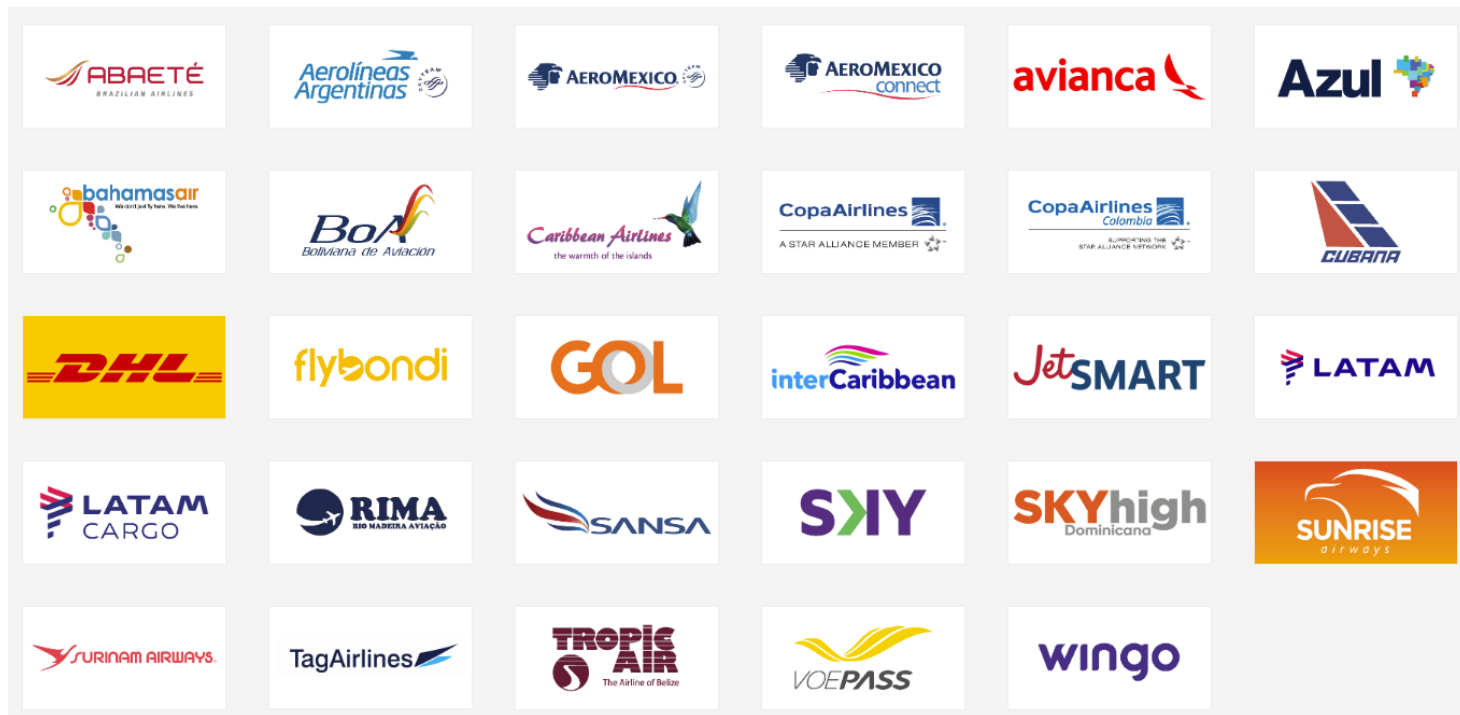
- 2024 Membership Fee (Apr-Dec): US \$9,000
- 2025 Membership Fee: US \$12,000
- 2026 Membership Fee: US \$12,000

*The membership shall be renewed automatically unless either party gives written notice to the other prior to the expiration with the intention not to renew.

*ALTA Fuel Membership includes Two (2) access free of inscription cost to the Fuel and Environment Committee or conference



Our Full Members



Our Associate Members





Our Affiliate Members



Our Consultant Members



Our Partner Members



