

GATE



The association of the
airport industry

 gate-alliance.com

We are shaping the airport of tomorrow. Are you with us?



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The world of airports and flying is changing at a rapid pace: Sustainable, resource-saving technologies, autonomous systems, higher demands for comfort and connectivity, and an increased need for safety – all this is shaping our projects and goals.

At GATE, we ensure that our airports' infrastructure and range of services meet these developments, ideally even anticipating them. This is made possible by the diverse expertise of our members, their commitment and the exciting synergies that result from our association's work.

How do you enrich our industry? What knowledge do you bring to our association? We welcome new impulses and cordially invite you to help shape the world of airports.



Kay Bärenfänger
President GATE e.V.



About GATE

OUR DRIVE

We see ourselves as a driving force for global air traffic and an innovation driver for airport operations. Active in the airport industry since 1992, we at GATE are now a major partner to many trade fairs and organizers of congresses and working groups. Here, we network players and stakeholders, helping to lead the airport world into the future with new ideas.

OUR FOCUS

Our focus is on the comfortable and sustainable journey of the passenger with his luggage, from the journey to the airport to the stay and, if necessary, transfer to boarding and departure. We also develop projects and ideas for cargo transportation.

OUR ENVIRONMENT

With our networked projects and technologies, we connect the interests of airport operators, passengers, airlines, local residents, logistics service providers, authorities and politicians in the best possible way.

OUR MEMBERS

GATE members are global leaders with their products and services and jointly develop concepts and technologies of tomorrow. New innovative projects are constantly emerging as a result of this cooperation.

OUR OFFICE

Even though we travel all over the world, we still need a fixed place for our desks. Our home base is Hamburg, the largest center of the civil aviation industry: Here on the Alster there is plenty of room for meetings large and small!



Would you like to
learn more about GATE?

Please feel free to
contact us:

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Your GATE to the airport world

➤ BAGGAGE AND CARGO TRANSPORTATION

As a logistics hub for baggage and cargo, an airport must meet increasing service demands. GATE member companies offer world-leading technologies for all baggage handling and cargo management operations - from specialized components to highly complex system solutions.

YYZ

Toronto Pearson Airport relies on GATE member baggage handling systems.



ZRH

Vehicles from GATE companies are used on the apron, like here at Zurich Airport.



➤ APRON & GSE

GSE (Ground Support Equipment) supports the operation of the airport on the apron and is now leading the way in terms of sustainability and automation. Maximum efficiency with the best possible environmental balance is the declared goal. Apron equipment suppliers are continuously developing new solutions to optimize processes outside the airport building in the long term. After all, these processes also have a direct impact on the handling of passengers, baggage and aircraft: activities and movements must therefore be perfectly coordinated.

MUC

Technology and products from GATE companies are also part of everyday life at Munich Airport.





BER

"THE Magic Carpet" at Berlin Brandenburg Airport is a 1000 m² installation made of aluminum.



CONSULTING

Our consulting services in the aviation sector include airport planning and development as well as the design of navigation and airport traffic management systems. Especially in innovation management and digitalization, our member companies offer outstanding solutions.

CONSTRUCTION & DESIGN

New courageous airport constructions impressively demonstrate that design, ecological and sustainable building is also becoming increasingly important for our industry. What counts here is how form and function combine to form a forward-looking whole: a complex issue that GATE member companies are already bringing to life through innovative products and pioneering ideas, e.g. in the field of building technology, wall, ceiling and floor systems.

IT

Globalization, technological progress and increasing mobility are leading to growth in passenger and freight traffic and an increasing flow of information. No airport can do without the networking of a wide variety of data. To meet these requirements, GATE member companies are developing intelligent data management systems for airport management and for optimizing processing. Digital twins, for example, which represent airport processes virtually, help in this.

RLG

Display technology and coupled time servers ensure efficient operation at Rostock-Laage Airport.



HAJ

Consulting services such as legal advice are also part of the GATE portfolio.

FRA

GATE equipped Terminal A at Frankfurt Airport with a new floor.



TERMINAL & SECURITY

In some places, the terminal building has already developed into a huge shopping and service center. The passenger becomes a customer who appreciates high-quality furnishings and modern design. With solutions for shopping, but also for technically highly specialized access control systems, furnishings and lighting, GATE members ensure that passengers feel safe and comfortable from arrival to departure.

Climate neutrality by 2030: We are in!



Electromobility is conquering the apron

How green can aviation and airports be? This is a question that GATE and its members deal with every day. We face the challenge of meeting rising passenger numbers with the best products and services, while ensuring that the design, construction and operation of airports and their processes are sustainable and environmentally sound.

As much as we love our industry and see airports as a hub that connects countries and people: We are also aware of the burdens on people and the environment that air traffic entails. It is high time to act. And that's what we do: our association, our member companies and, of course, the airport operators.

Airport infrastructure offers many opportunities in this regard. We are committed to using new technologies and solutions to minimize pollution and conserve resources. Baggage transport, for example, offers great potential for increasing energy efficiency. Optimized processes in ground handling reduce CO₂ emissions and improve air quality in the airport environment. We are also concerned with climate-neutral

construction and refurbishment, CO₂-optimized facilities and sustainable mobility: our members are already using hydrogen and electric drives on the apron.

In addition, GATE is looking into new processes for kerosene production, alternative propulsion systems and climate-optimized flight procedures. The main focus is on the future storage and distribution of alternative fuels and the necessary infrastructure at airports.

To implement the climate targets, we are talking to aircraft manufacturers, airlines and airports. For example, we cooperate with ADV, Hamburg Aviation, Sustainable Aero Lab, Cluster Renewable Energies Hamburg and other European associations. This regular exchange inspires us!

➤ **Do you have solutions that contribute to the climate goals? We are happy to talk to you.**

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Stay connected

Even in the age of digitalization, trade shows and conventions are still the place where decision-makers meet, contacts are made and deals are closed. GATE and its member companies are therefore represented at all relevant leading trade fairs of the airport industry.

Since its foundation, GATE has also been present at the inter airport, be it in Munich at the inter airport Europe, at the inter airport China or in Singapore at the inter airport South East Asia. Together with association members, we regularly take part in the airport show in Dubai and the Passenger Terminal Expo in Europe.

A new addition since 2022 is IndiAirport. The trade fair in India is a good example of how we at GATE are becoming active as initiators in growth markets: We establish important local contacts and set up a new trade fair together with an implementation company. The result is fresh impulses for the economy and new opportunities for our association members!



↗ Not yet a member? We look forward to welcoming you at the joint GATE booth!

↗ THAT'S HOW OUR MEMBERS BENEFIT FROM INTERNATIONAL TRADE FAIRS:

- with an **own booth** and, if desired, with GATE branding and marketing material
- with a participation in the increasingly popular **GATE joint booth**
- with a presence on the **German Pavilions** supported by the German Federal Ministry for Economic Affairs and Climate Action

Enlarge your network

The commitment of the past years has helped GATE to become known worldwide: The networking of all airport stakeholders always leads to an exchange that advances our members and the entire environment of airport operations.

Our members want new contacts on the customer side? We are happy to support them with contacts to those responsible!

Especially in the Middle and Far East, GATE has established itself as a reliable and competent contact for the latest airport technology. Our opinion is valued, discussions and meetings lead to new projects and cooperations with GATE members.

The airport industry associations from France and Germany maintain a regular exchange: Marie Carru, PROAVIA and Jens Reinhard, GATE.



Sheikh Ahmed bin Saeed Al Maktoum in conversation with GATE president Kay Bärenfänger at the German Pavilion in Dubai.

“Materna IPS values its membership in the GATE association primarily because of the networking with other companies and the resulting synergies. We have already been able to handle airport projects with various partners.

Furthermore, we see great advantages in international trade fair appearances, which are presented by the organization of the association.”

JANA EULL
Senior Marketing Manager,
Materna

“It is not only with the change of government in Germany that it is clear that flying must become greener. For many years, ADV airports have been working on more sustainable solutions. We are pleased to have a strong partner at our side in GATE.”

RALPH BEISEL
Chief Executive Airport
Association ADV

"We're a member of GATE because the association gives us easy, uncomplicated information on developments in the German industry, and helps us to get in touch with the right people. GATE represents the German industry at global trade fairs and gives us access to many markets. As GATE members we've learned more through the association than we did in three years on our own."

TIM-OLIVER RICKE
Global Segment Manager
Intralogistics, Lenze

"Developing innovative solutions is more than ever a team sport. As a proven trade show organizer of the airport world, we are pleased to offer the industry a platform for exchange, both classically face-to-face and digitally."

NICOLA HAMANN
Managing Director Mack-Brooks
Exhibitions LTD.



When it comes to sustainability, we are particularly alert: the European airport umbrella organization ACI (Airports Council International) has voluntarily committed itself to making 100 European airports CO₂-neutral by 2030. For many GATE members, this goal is an opportunity to actively promote climate protection and to get themselves in the conversation with new topics and products, for example in the areas of construction, e-mobility or heating technology.

The association also supports the airport industry's efforts to make its voice heard more strongly in politics. Continuous exchange with other trade and business associations and the media is an integral part of our association's work.

Check-in for knowledge transfer

When experts meet in person, great developments can be initiated. The exchange of information at the highest professional level is therefore also a particular concern of ours.

For example, we discuss innovative technologies and the future of airports with decision-makers from commercial airports at numerous events initiated by GATE. At the GATE Future innovation forum, for example, airport suppliers, managers of German commercial airports and many other experts from the airport industry meet to exchange expertise, views and ideas.

Our Annual General Meeting in the fall also provides exchange and new impulses among GATE members. It takes place every year at a different association member.

The two-day event combines expert presentations with corporate insights and a social program that's fun and brings our members together in an easy-going way!



Do you also want to improve your knowledge or even have your own topics to contribute? We look forward to hearing from you!

Miriam Schönrock,
Manager Marketing, PR & Events
mschoenrock@gate-alliance.com

Keep the flight level up

To keep our members up-to-date, we organize trainings and seminars that facilitate access to the international airport industry: an industry with great potential that is constantly changing with the rapid development of new technologies. We are pleased that so many of our members take advantage of this opportunity to keep up to date!

➤ INTRODUCTION FOR NEW MEMBERS

Perfect for getting off to a smooth start in the GATE community: We provide information on how the internal processes work and what else is important for new members.

➤ FIT IN THE AIRPORT INDUSTRY

Our introductory seminar for an all-round overview: How are aviation and the airport industry developing? How is the industry organized, which trends and players are relevant, and how do decision-making processes work?

By the way:

Our training programs can also be booked as individual in-house trainings.



➤ All current dates for these and other seminars can be found at gate-alliance.com



GATE InnoAirport: We're taking off!

Airports must meet the challenges of the time through continuous development, whether in the area of security requirements or climate targets. With GATE InnoAirport, we are demonstrating what is possible with research, new technologies and partners: With the innovations that are created here, we provide clever and courageous answers to current challenges.

In doing so, the GATE association companies are relying on constructive, creative and partnership-based collaboration. The concepts and prototypes developed in this process must be tested and further developed in a real environment as early as possible. To make that happen, GATE InnoAirport provides test scenarios and presentation opportunities, thus offering companies the whole package: Our principle of "Connect, Create, Test & Show" makes it easy for GATE members willing to innovate!



➤ GATE MEMBERS CAN COUNT ON ...

- test areas at airports
- development of innovation strategies
- active technology screening
- development of innovation networks
- creative workshops and market analyses
- support in idea development
- support in project implementation
- support in communication issues



Test ground for autonomous driving

THIS IS WHAT GATE InnoAirport OFFERS:

CONNECT

We bring people and companies together, and together take the airport industry to a new level.

CREATE

Integrating new technologies, we develop unseen ideas and approaches for the different areas of the industry.

TEST

We validate and test concepts and prototypes in real-world test scenarios.

SHOW

We give companies the opportunity to showcase their new technologies and concepts.

➤ WHY InnoAirport?

Rapid concept testing: we pilot your solution in the airport's operational environment, from launch to marketing.

Key product feedback: we help you develop your offering to deliver the greatest value to airport customers.

Expanded network: we help you connect with our industry partners around the airport and with other airlines.

Strong innovation power: we advance new ideas in short cycles and validate them through real customer feedback.



➤ You would like to strengthen the innovative power of your company by using the potential of the InnoAirport? We are happy to support you.

Kevin Fischer
Head of Innovation Management
kfischer@gate-alliance.com

Thinking ahead for the airport

We welcome food for thought from all sides: Innovation thrives on discourse, exchange and discussion! That's why experts and interested industry representatives meet regularly at GATE to ask questions, debate and identify new solutions together in our Expert Groups. These are our topics:



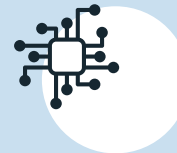
BAGGAGE HANDLING

What will the check-in of the future look like? How will baggage be registered and tracked? How do baggage handling systems work more efficiently and more networked? These and other questions keep us busy when it comes to baggage transport.

AUTONOMOUS APRON



How can we integrate autonomous vehicles into airport operations as standard? Whether transporting baggage, docking passenger boarding bridges or controlling passenger buses, refueling and snow-clearing vehicles: autonomous driving is already playing a major role in all areas of the airport.



DIGITALIZATION & ARTIFICIAL INTELLIGENCE

Where can AI optimize processes at airports? IT systems and global data exchange are shaping airport operations. Today, for example, neural networks and high-resolution camera images already enable automatic baggage recognition! We discuss topics such as potentially disruptive change potentials of cloud computing, data analytics and information pooling.



SUSTAINABILITY

What can we do for a CO₂-free airport? The demands on the airport of the future are high. We are looking at new technologies, such as the use of hydrogen at the airport, and exchanging information on the latest sustainable products and services that our members are developing in their companies.

How can we ensure the safety of passengers and airport visitors? This issue has become a primary objective of airports in recent years. We develop forward-looking concepts that sustainably advance people and infrastructure.



SECURITY



TERMINAL & RETAIL

How can we make the customer journey an experience and thus the stay at the airport even more pleasant? In the terminal in particular, there are countless touchpoints that our members can make passenger-friendly. The focus is not only on safety and comfort, but also on the experience, for example in restaurants and duty-free stores.

Are all specifications taken into account and applicable regulations complied with? Not only aviation is subject to strict laws, the airport supply industry is also required to comply with numerous regulations that determine processes at the airport. In addition, our members have to deal with issues such as framework supply agreements, joint venture agreements and the Product Safety Act.

LAW



DESIGN



What makes the airport an eye-catcher? Airports are increasingly becoming urban destinations in their own right. A new building must score with exceptional architecture and convince with a high-quality design in the terminal. "Sustainable construction" and "fire protection" are just two of the many issues that concern our members.



These companies are already on board.





This is where our members are active.

	Baggage & Cargo	Apron & GSE	Construction & Design	IT	Terminal & Security	Consulting
activelaw Offenhausen.Wolter PartmbB						●
ADLATUS Robotics GmbH				●	●	
Aebi Schmidt Group		●				
Airbus Operations GmbH		●				●
Alfons Köster & Co. GmbH	●					
Ammeraal Beltech GmbH	●					
AMOVA GmbH	●					
Airport Protection Systems		●	●			
Arnold AG			●		●	
b.i.g. bechtold ingenieurgesellschaft mbh			●			●
BEUMER Group	●			●	●	●
Blumenbecker Technik GmbH		●				
Butzbach GmbH Industrietore			●			
Cambaum GmbH					●	●
COBUS Industries GmbH		●				
Cognitec Systems GmbH				●	●	
Colibri Energy GmbH		●				●
ConfigCar GmbH	●			●		
Dimos Maschinenbau GmbH	●					
DutyFreak GmbH					●	●
Dynell GmbH		●				●
FAUN Umwelttechnik GmbH & Co. KG		●				
FMH-Motion06 GmbH - DURAVANT	●					
Forbo Siegling GmbH	●					
Getriebebau NORD GmbH & Co. KG	●					
GORGY TIMING SAS				●	●	
Gunnebo Entrance Control				●	●	
Habasit GmbH	●					
HiSERV GmbH & Co. KG		●				●
HOG Technologies		●				
Hübner GmbH & Co. KG		●				
Hukom GmbH	●					
Ibeo Automotive Systems GmbH		●		●		●
ifm electronic GmbH		●		●		
Inform GmbH				●		●

	Baggage & Cargo	Apron & GSE	Construction & Design	IT	Terminal & Security	Consulting
Interroll Holding GmbH	●					
Jansen Tore GmbH & Co. KG			●			
Kusch & Co GmbH			●			
LANTECH Informationstechnik GmbH				●		
Lenze SE	●					●
Lindner SE			●			
Magnetic Autocontrol GMBH					●	
Materna IPS GmbH				●	●	
Mototok		●				
MULAG Fahrzeugwerk Heinz Wössner GmbH & Co. KG		●				
Nerak GmbH	●					
Øveraasen Deutschland GmbH		●				
PalNet GmbH	●					
Phoenix Contact Deutschland GmbH	●			●	●	
Profluss GmbH	●					
PSI Logistics GmbH				●		●
RÄDER-VOGEL - Räder- u. Rollenfabrik GmbH & Co. KG	●	●				
REEL GmbH NKM Noell Special Cranes GmbH		●				
Rittal GmbH & Co.KG				●	●	●
SEW-EURODRIVE GmbH & Co.KG	●					●
SICK AG	●	●		●	●	●
Siemens Logistics GmbH	●			●	●	●
SITA				●		●
Sittig Technologies GmbH				●	●	
Smets Technology GmbH		●				
Smiths Detection Germany GmbH				●	●	●
STI Security Training International GmbH				●	●	●
Stöbich Brandschutz GmbH			●			
Sturm-GRUPPE	●					
T-Systems international / Deutsche Telekom Business Solutions GmbH				●		●
Technik Team Vornheder GmbH					●	
TECHünert GmbH		●				
TIPS d.o.o.		●				
TK-PRO GmbH						●
TLD Europe		●				
tl traffic-lines GmbH		●				
Transnorm System GmbH	●					
Trepel Airport Equipment GmbH		●				
Vanderlande Industries GmbH & Co. KG	●			●	●	●
VecCtor GmbH				●		●
Vosla GmbH		●				
Wanzl GmbH & Co. KGaA					●	

Get inspired!

- In the **GATE magazine Inspire**, our members regularly present their new products and developments in the areas of sustainability and digitalization & AI.
- On **LinkedIn**, we keep members and interested parties up to date, inform them about new events and invite them to exchange ideas.
- **www.gate-alliance.com** is our website, where GATE members are also represented with the most important information about their company.



BECOME A MEMBER

Ready to take off?

Become a member of the largest industry association in the airport sector with your company! You can look forward to the many advantages our association offers its members: joint events and trade fair appearances, networking, image and lobbying work, exchange with important aviation players ... The reasons for GATE have already convinced many leading companies in the industry and made them long-term members.

The membership fee is set annually at the general meeting by all members and is based on the planned and jointly adopted actions in the coming calendar year. The one-time admission fee is € 2,500, the annual membership fee is € 4,200 (as of 2022).



Feel free to contact our
Hamburg office!

We are here for all questions
regarding membership and for
any project that you would like to
advance together with GATE:

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Our crew will be happy to welcome you.



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President
Managing Director
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Managing Director
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Jan Reh
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Business Development,
Research &
Technology, Airbus



Patricia Vasconcelos
Vice President Apron
Managing Director
Cobus Industries



Johannes Sittig
Vice President Terminal
Business Development
Manager, Sittig
Technologies



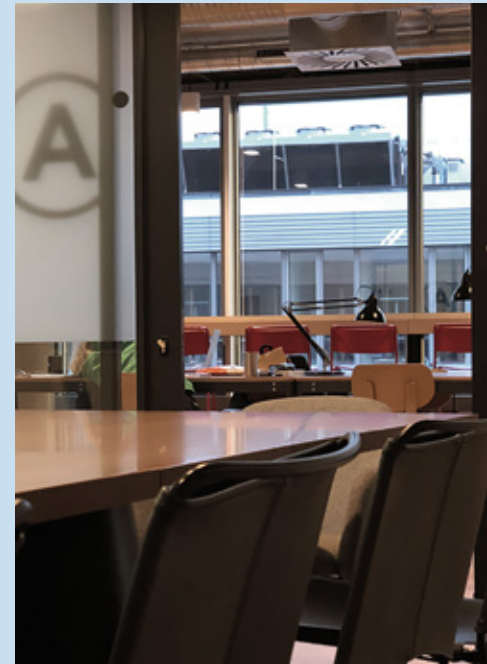
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