

GATE

The background is a solid red color. There are several white geometric elements: a large white triangle pointing upwards from the bottom left towards the center; a white outline of a triangle pointing downwards from the top left towards the center; a white solid triangle pointing downwards from the top right towards the center; and a white outline of a triangle pointing upwards from the bottom right towards the center.

The Airport
Technology Network

 gate-alliance.com

We are shaping the of tomorrow. Are you

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airport with us?



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.

A stylized, handwritten signature in blue ink, appearing to read 'Kay Bärenfänger'.

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 third largest center of the civil aviation industry.



Would you like to
learn more about GATE?

Please feel free to
contact us:

+49 40 64 79 74 03
info@gate-alliance.com



Why join GATE?

SALES

Generate new business with GATE

- Benefit from our strong network in the airport world
- Take advantage of our personal matchmaking
- Participate in our presence at airport events & exhibitions

MARKETING

Boost your awareness with GATE

- Publish your company's services through our communication channels
- Benefit from our well-known brand reputation
- Enjoy our open and supportive community

INNOVATION

Develop fresh ideas for your portfolio with GATE

- Join our airport expert groups
- Attend our training & conferences
- Collaborate with our innovation partner airports

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.



7 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.

➤ 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.

RLE

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





➤ 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.

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!

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 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

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.





**FUTURE
2024**

Bundesminister
für Digitales
und Verkehr

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

Jens Reinhard
Managing Director
jreinhard@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.





LANTECH
Aviation IT Services GmbH

Lenze

 **Lindner**



FAAC | **MAGNETIC**
STEEL TO STEEL



MODI
VISION FOR IDENTIFICATION

motion06

mototok
easy moving

MULAG

NERAK
FÖRDERTECHNIK



outsight



PROFLUSS

PSI

RÄDER-VOGEL
FOR BETTER WHEELS AND BETTER SERVICE



Schneider
Electric

SEUSTER

SEW
EURODRIVE



SICK
Sensor Intelligence.

SIEMENS

SITA
Create success. Together




SMETS
TECHNOLOGY

smiths
detection
bringing technology to life

SOFTWAREALLIANZ
DEUTSCHLAND

STI
SECURITY & TRAINING

STÖBIG
BRANDSCHUTZ

Sturm
GRUPPE

swarcod

T Systems

technik team
VORNHEDER

techuenert

tips GROUND
SUPPORT
EQUIPMENT

TK-PRO Project Management

TLD
LOCAL SUPPORT, TOTAL COMMITMENT

traffic-lines

TRAMAX
MAKING CONVEYING

Honeywell
transnorm

TREPEL
AIRPORT EQUIPMENT SPECIAL



VANDERLANDE

VIAGUIDE

vosla
GERMAN PRECISION LIGHTING

wanzl

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 2023).



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



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to welcome you.



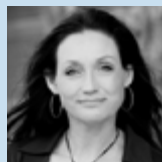
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