

To: Current Airline Members

28 October 2010

Subject: Airline Membership and Conference Fee Waiver

The International Society of Transport Aircraft Trading (ISTAT) is making a special offer to Airline members beginning in 2011. This new initiative will grant a “free” corporate membership to current Airline members and complimentary registration for up to two members at the Annual Conference and/or up to two members at the European Conference.

To take advantage of this special offer, you must comply with the following:

- **Airline Membership Criteria** – Qualifying airlines are defined by ISTAT as organizations with a current commercial airline operating certificate who are actively providing scheduled or charter commercial passenger and/or freight service.
- **Free Membership** – The free corporate membership will cover up to 6 members. Additional members may renew at a reduced rate of \$200. To maintain a “Free” corporate membership for each subsequent year, an airline must continue to satisfy the airline criteria above and be represented at either the Annual or European Conference in the current calendar year by at least one individual with material responsibilities in aircraft trading, aircraft financing and/or fleet planning.
- **Conference Attendance** – Up to two corporate members from each airline shall be allowed to attend the Annual and/or European Conference as guests of ISTAT with no registration fees. The airline representatives attending each event (if any) must be one of the airline individuals covered by the corporate membership and must have material responsibilities in aircraft trading, finance and/or fleet planning at the airline. Additional members from the corporate member airline shall receive a 50% discount off the normal conference registration fees.

Airline Savings Versus Standard Rates

Annual Corporate Membership = \$875

Two Complimentary Registrations at the Annual Conference = \$1400

Two Complimentary Registrations at the European Conference = \$1800

TOTAL ANNUAL SAVINGS - \$4,075

If your Corporate Airline membership complies with the above criteria or you would like to update your membership to take advantage of this offer, please contact ISTAT Headquarters at istat@istat.org. The ISTAT staff will provide you with a promotional code for your complementary registration(s).

Upcoming Events

ISTAT 28th Annual Conference
13-15 March 2011
Westin Kierland Resort and Spa
Scottsdale, Arizona USA

ISTAT 18th European Conference
18 – 20 September 2011
Hotel Arts Barcelona
Barcelona, Spain

PLEASE NOTE: The promotional code will allow up to two individuals complimentary registration and **ONLY** cover's the conference registration rate.

Sincerely,

Greg May
Airline Focus Committee Chair
ISTAT Board of Directors