International Association of Baggage System Companies
Meeting Minutes: October 31, 2007

Hackberry Creek Country Club
Irving, Texas
9:00 am – 11:30 pm

Hosted By:
Bruce McMickle

Attendees:

Mike Malkowski	President & CEO	Five Star Airport Alliance
Darrin Ramsey	Legal Affairs Officer	Five Star Airport Alliance
Marco Oropeza	Marketing Manager	Siemens
Matt Williams	CEO	Glidepath LLC
Mike O'Connor	Director Airport Systems	FKI Logistex
Bruce McMickle	Manager Airport Projects	Transnorm Systems / Forbo Siegling LLC

Others Present:
Debbie Talbert Administrator

List of Action Items:

- Darrin Ramsey: Redraft Bylaws to reflect unanimous vote requirement.
- Matt Williams: Bank account / Bookkeeper.
- Matt Williams: Email draft Elevator Pitch and Mission Statement to Board for comment.
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- Matt Williams: Draft Elevator Pitch and Mission Statement.
- Mike Malkowski: Bring sample website pages to next meeting.
- Darrin Ramsey and other counsel: Draft two or three proposed contract sections from Top Ten's.
- Gary Cline: Provide Darrin Ramsey with counsel's comments on the Bylaws.
- David Mead / Gary Cline: Provide marketing plan ideas to Mike O'Connor.
- Mike O'Connor: Prepare initial marketing approach.
- Bruce McMickle: Contact Mike Golden (TSA) for speaking engagement.
- Matt Williams / Debbie Talbert: Bank account; bookkeeper.
- Five Star: Marketing department to complete logo and sample business cards.

Meeting Agenda:

- Legal Disclaimer – Darrin Ramsey
- Review of Previous Meeting Minutes
- General Business
    - Banking and Funding
    - Logo; Business Cards
    - Website
- Elevator Pitch; Mission Statement
- Marketing
- Standardized Contract
- Next Meeting: Mike Golden (TSA) – November 30, 2007
    - Audience
    - Open Press / Closed Press
    - Time of Speech
    - Topic/Points Speaker should cover
    - Presentation Format: Keynote Speech, Roundtable, Panel
    - Q&A Period; Duration
    - Event Agenda
    - Formal Invitations / Announcements

Proceedings:

The Administrator asks if anyone objects to the recording of the Meeting.
[No one objects – the meeting was recorded]

The meeting was called to order at 9:00 a.m. by Chair, Mike Malkowski. Roll call was taken.

The Chairman noted that all member companies are represented.

Legal Disclaimer:

Darrin Ramsey read the list of the steps of legal disclaimer that the Association must adhere to.

- The Agenda should be specific and avoid topics that may cause anti-trust problems such as discussions on pricing, production, markets, selection of customers/suppliers.
- The minutes of all meetings should be kept accurately report any actions, if any, that take place. For that reason, this meeting is being recorded. After the minutes have been distributed to everyone, the recording will be destroyed and will not be stored.
- We should not discuss any prices or features that can impact prices such as discounts, costs of common inputs, inventory outputs, salaries or profit margins of the projects.
- We should not discuss division of customers, markets, territories or the sharing of data concerning fees, prices, sales, bids, costs or customer credit.
- We should not agree to refuse to deal with any certain suppliers, customers or others – although we can set up an objective rating system but we can’t encourage to either work with or not work with another customer or supplier.

- Unscheduled, informal or sidebar meetings held in conjunction with this regular meeting should be avoided. During any golf outing none of the prohibitions mentioned here should be discussed, only information that is public or commonly known between the companies.
- We should not discuss or agree to refuse to deal with certain suppliers, customers, or others within our industry. However, we are entitled to set up an objective rating system.

Review of Previous Meeting Minutes:

The Chairman reviewed the previous meeting minutes:

- Bylaws: FKI has completed its second review and finds the Bylaws are acceptable as they are currently written. Siemens attorney notes there no statement that the decisions must be made by unanimous decision of the Board of Directors.

  Darrin notes that at the last meeting it was agreed that the Minutes would be redrafted to reflect decisions by unanimous vote. He will provide the redraft at the next meeting.

- Interim Funding: It was unanimously voted and passed that each Member Company would pay $500 per month for membership dues and a checking account will be established. Matt Williams is looking to hire a bookkeeper.

  Incurred Expenses: Five Star has advanced more than $3,000. The Board agrees to make the $500 per month membership dues retroactive to August 2007. Debbie to invoice all Members.

- Officers: All officers have been elected and have assumed their duties.

- Standardized Contract: We will table this discussion until our December meeting. Darrin to meet with Siemens and Glidepath counsel.

- Elevator Pitch, Mission Statement, White Paper: Matt Williams reads his drafts comprised from Glidepath, Five Star and FKI input. After discussion, Matt agrees to make revisions and email to the Board for further comment.

- Associate Levels: To be established prior to Technology Symposium for recruiting purposes. Consisting of Consultants and Architects, Government, Airports and Airlines, etc.

<u>Develop our Website</u>

Need to determine categories and pull down menus

Home page is under construction. Drafts were passed out to the directors for review and comments.

Five Star offers its people to begin development of the website at its expense at this time.

It is important to have the website up and running so we can advertise the Technology Symposium.

Logo; Letterhead and Business Cards

The Chairman distributed copies of logo, letterhead and sample business cards.

The logo and letterhead were approved.

Each director selected their choice from the sample business cards presented.

G&T v. Port of Seattle

Mike Malkowski advises the Board that G&T is in battle with Seattle airport. The Chairman passes out copies of local newspaper articles regarding G&T and the Port of Seattle. Everything to be discussed is contained in these articles.

Mr. Malkowski advised that in one of the interviews for a follow up article the writer noted that Mr. Malkowski's company was a member of the International Association of Baggage System Companies. Mr. Malkowski advised the writer that he could not comment on behalf of the Association.

Discussion ensued. As an association, we need to put a plan in place on how to respond to the media or other questions posed to the Association in the future. We must have solidarity on all the issues.

Mike Golden - November 30

Bruce McMickle advises that Mike Golden will use this forum to explain to the baggage suppliers what the TSA expects in systems that the TSA is paying for.

Invitees should be a select group. We need to recruit membership.

Invitations need to go out next week – 200 or less to accommodate space at Hackberry.

Agenda

The Chairman suggests this be a 2 hour meeting. Use the first 20 minutes to inform people of the IABSC. Next 20 minutes to allow guest speaker from an Airport.

The Chairman moves to adjourn the meeting. Bruce McMickle seconds the motion.

The Meeting was adjourned at 12:00 p.m.

These Minutes prepared by: Deborah Talbert