



**Agenda Item 9: Air Transport Matters**  
**9.2 ICAO Air Services Negotiation Conference (ICAN)**

**ICAO AIR SERVICES NEGOTIATION CONFERENCE (ICAN)**

(Presented by the Secretariat)

**SUMMARY**

This paper provides information on the concept and meeting format of the ICAO Air Services Negotiation Conference (ICAN), an innovative approach to facilitate and improve the efficiency of the air service negotiation process between States.

**References:**

- State letter EC 2/16.10-09/28 dated 15 April 2009

*Strategic Objectives*

*This working paper is related to Strategic Objective D.*

**1. INTRODUCTION**

1.1 The ICAO Air Services Negotiation Conference (ICAN) is a new and unique event organized by ICAO with a view to facilitating air service negotiations between States and improving the efficiency of the negotiating process. It is an innovative concept developed by the ICAO Secretariat, which was materialized in 2008.

1.2 The conference is primarily designed to provide States with a central meeting place to conduct their bilateral (and regional or plurilateral, if so desired) air services negotiations or consultations at a multilateral setting. Traditionally, government negotiators have to travel to each individual bilateral partner State to conduct negotiations. But at ICAN where many States attend, air service negotiators are able to hold several negotiations with their counterparts at the same location, thus greatly improving the efficiency of the bilateral negotiation process. The event also provides a forum for participants to learn about current trends and discuss topical issues, as well as offer excellent networking opportunities.

## 2. BACKGROUND

2.1 ICAO held its first Air Services Negotiation Conference (ICAN/2008) in November 2008, which was hosted by the Dubai Civil Aviation Authority. The conference brought together 27 States from Africa, Asia, Europe, Middle East and North America. In a short span of three days, those States conducted more than 100 formal and informal bilateral meetings (an average of four meetings for each delegation), which led to the conclusion or signing of over 20 agreements/arrangements. These meetings, as well as other networking opportunities, have helped open the door to future cooperation and better aviation relations and air services. Based on the success of this event and the request of participating States, ICAO has decided that this event be held henceforth regularly and in various regions.

2.2 ICAO will hold its second Air Services Negotiation Conference (ICAN2009) in Istanbul, Turkey from 28 September to 2 October 2009. This year's event is hosted by the Directorate General of Civil Aviation, Ministry of Transportation of Turkey. Invitation to participate in ICAN2009 was issued to all States in April (State letter EC 2/16.10-09/28 dated 15 April 2009). The tentative programme of the conference includes:

- a) Opening Session (morning of Day 1)
- b) Seminar Session (morning of Day 1)
- c) Private one-on-one bilateral meetings (Day 1 afternoon to Day 5)
- d) Closing Session (Day 5)

2.3 More detailed information regarding ICAN2009 can be found at the conference secure website at: <http://www.icao.int/ICAN2009> (password: marketplace). Queries about ICAN2009 may be directed to the ICAO Secretariat by e-mail to [ican2009@icao.int](mailto:ican2009@icao.int).

## 3. DISCUSSION

3.1 The ICAO NACC Regional Office is in coordination with the Air Transport Bureau to hold the ICAN 2010 in the CAR Region. The ICAO NACC Regional Office has approached several States who have indicated an interest in hosting ICAN 2010, including two States in the C/CAR Region. The Meeting requirements are presented in the Appendix to this note.

## 4. SUGGESTED ACTION

4.1 The Meeting is invited to :

- a) note the information presented in this working paper; and
- b) States consider offering to host ICAN 2010.



## ICAO AIR SERVICES NEGOTIATION CONFERENCE

### REQUIREMENTS FOR THE ICAN 2010 MEETING

(21-25 June or 28 June-2 July, 2010 – Suggested dates)

An ICAN meeting is primarily an event designed to provide States with a central meeting place to conduct bilateral air services negotiations or consultations. This meeting has a duration of five days and can expect to have an attendance of 40 delegations with 150 participants.

The ICAO Secretariat will be responsible for the organization and conduct of the event, including inviting and communicating with the States, arranging the schedules for the bilateral (and/or multilateral) meetings, and preparing the programme of the conference. The Secretariat will establish a secure website for the Conference which will provide all relevant information about the conference. We will also arrange for pre-registration and registration of all delegates.

The host State for ICAN is expected to be responsible for, and bear the cost of the following:

- Provide the required meeting facilities, a conference room for the opening/closing ceremony (seating 150 people), and 12 smaller private meeting rooms for bilateral meetings (seating 20 people each), preferably all in one location (e.g. a hotel, or conference complex).
- Provide necessary logistic or administrative support and assistance for servicing the meeting (including the travel and hotel accommodation for the ICAO Staff (3 persons from Montreal and 2 from Mexico) serving the Conference).
- Provide audiovisual equipment – screen, LCD displays, some notebook computers, printers, photocopiers and internet access.
- Provide stationery supplies – pens, memo pads, white letter-sized photocopier paper.
- Provide daily coffee service and light launch.
- Provide three administrative staff to facilitate and support the ICAO Secretariat – for participant registration, coordination of social events and opening/closing ceremonies. These staff may only need to be available for certain times during the meeting.
- Provide appropriate host hospitalities (such as an official reception or dinner).
- Provide a room for ICAO Secretariat staff as its office during the meeting.
- Provide simultaneous interpretation for the opening/closing ceremonies.

Usually, no interpretation services are provided for ICAN bilateral meetings, unless the host State wishes to provide this service.

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