

Economic Counsel to the Transportation Industry

GRA is one of the oldest firms in the United States specializing in strategic advice and financial analysis relating to air transportation.



GRA, Incorporated

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FAA

- ◆ Regulatory and policy analysis
- ◆ Business planning
- ◆ "Balanced Scorecard"

TSA

- ◆ Optimization of machinery and staffing
- ◆ Staff schedule planning
- ◆ Airport diagnostics
- ◆ Budget planning

Financial Institutions

(including ATSB and World Bank)

- ◆ Development of carrier business plans
- ◆ Review of carrier business plans for lending institutions
- ◆ Valuation
- ◆ New market analysis

Airlines

- ◆ Merger and code-share "network analysis" to support negotiations and strategy development
- ◆ Competitive analysis
- ◆ Business planning and reorganization

Airports

- ◆ Scenario-based forecasting
- ◆ Air services support
- ◆ Strategic initiatives including forecasts for expansion and delay management
- ◆ Part 161 evaluations

Aviation Suppliers

- ◆ Evaluation of new product profitability
- ◆ Competitive and strategic assessments



GRA has performed work for the following government agencies, among others:

- | | |
|---|----------------------------------|
| ◆ Federal Aviation Administration | ◆ U.S. Department of Commerce |
| ◆ U.S. Department of Transportation | ◆ The Department of the Treasury |
| ◆ Transportation Security Administration | ◆ U.S. Department of Justice |
| ◆ Executive Office of the President of the U.S. | ◆ United States Coast Guard |
| ◆ National Aeronautics and Space Administration | ◆ U.S. Army Corps of Engineers |



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Enjoy three days of training and exhibits at the largest government-to-government training and exhibit event in the country!

Join Us In Orlando...

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MONDAY - May 10

Exhibitor Set-up and Customer Registration

1:00 pm - 5:00 pm

Early Bird Ice Cream Social
for Customers and Exhibitors

1:00 p.m. - 5:00 p.m.

TUESDAY - May 11

First Official Day of the Expo!

Customer Registration

7:00 am - 3:00 pm

Training Sessions

9:00 am - 12:00 noon

Lunch in Exhibit Area

11:30 am - 1:00 pm

Training Sessions

1:00 pm - 4:00 pm

Welcome Reception

4:00 pm - 7:30 pm

WEDNESDAY - May 12

Exhibit Hall Opens, Training Continues!

Registration

7:00 am - 3:00 pm

Opening Ceremony

8:30 am

Exhibits Open

8:30 am - 4:00 pm

Lunch in Exhibit Area

11:30 am - 1:00 pm

Customer & Vendor Training Sessions

1:00 pm - 4:00 pm

THURSDAY - May 13

Registration

7:00 am - 11:00 am

Early Bird Training Session

7:30 am - 9:00 am

Exhibits Open

8:30 am - 1:00 pm

Lunch in Exhibit Area

11:30 am - 1:00 pm

Customer Training Sessions

1:00 pm - 4:00 pm

Expo Conclusion

4:00 pm

Reach for the Stars!

Photograph

4:15 pm

To view the complete training matrix,
please visit our website at:

expo.gsa.gov



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May 11, 12 & 13, 2004

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