

EXHIBITOR PROSPECTUS

# AEA

## DALLAS

2024

*AEA International Convention & Trade Show / March 19-22, 2024 / [aea.net/convention](http://aea.net/convention)*

# DESTINATION: DALLAS

LOCATION:

**DALLAS, TEXAS**

CONVENTION DATES:

**MARCH 19-22, 2024**

TRADE SHOW DATES:

**MARCH 20-21, 2024**

If you offer products or services to the general aviation industry through a dealers' network, do not miss out on reaching hundreds of current and potential dealers all in one place – the AEA International Convention & Trade Show!

The AEA Trade Show gives you the opportunity to:

- Contact new prospects and generate leads.
- Reinforce customer relationships.
- Promote your company's image and maximize its market exposure.
- Discuss the needs of your customers face to face.
- Launch new products or services at the dealer level. Network and build relationships with decision-makers and influencers.

## EXHIBITORS: MAXIMIZE YOUR INVESTMENT

### ❖ ADVERTISING

Get your message out to your dealers by advertising in the following publications and letting them know you will be exhibiting at the AEA Trade Show.

- *Avionics News* magazine - Whether you advertise year-round or in special issues, your message not only reaches your dealers, but pilots, too!
- Show Guide - This comprehensive show schedule and exhibitor listing is distributed to and referenced repeatedly by AEA Convention attendees.
- AEA website and AEA Wired e-newsletter — Reach the masses of individuals who depend on this type of media for their information!

### ❖ PRESS COVERAGE

Each year, the general aviation industry press is on-site to get the latest information regarding avionics and related products. Take advantage of meeting with members of the aviation media during the show.

### ❖ NEW PRODUCT INTRODUCTION SESSION

The "must-attend" event of the year. The AEA New Product Introductions will take place the day before the trade show opens. Exhibitors with new products to the industry as of Jan. 1 will be invited to submit a request to be part of this most talked about session. Space is limited. Detailed information will be sent to contracted exhibitors by early December.

### ❖ SPONSORSHIPS

Sponsoring items for the annual AEA International Convention & Trade Show is always a good way to say "thank you" to your dealers and customers. If you have a sponsorship idea, please let us know. As always, the items available for sponsorship are on a first-come, first-served basis.

# PRELIMINARY SCHEDULE

## ❖ MONDAY / March 18

8 a.m. - 5 p.m. .... Exhibit Hall Setup

## ❖ TUESDAY / March 19

7:30 a.m. - 8:15 a.m. .... Regulatory Rise & Shine

8 a.m. - 5 p.m. .... Exhibit Hall Setup

8:30 a.m. - Noon ..... Opening, Awards Ceremony & New Product Introductions

1 p.m. - 5 p.m. .... Training Sessions

5:30 p.m. - 7:30 p.m. .... First-Nighter Event

## ❖ WEDNESDAY / March 20

8:15 a.m. - 10:15 a.m. .... Training Sessions

10:30 a.m. - 5 p.m. .... Exhibit Hall open  
[ with light lunch in hall ]

## ❖ THURSDAY / March 21

8:15 a.m. - 10:15 a.m. .... Training Sessions

10:30 a.m. - 5 p.m. .... Exhibit Hall open  
[ with light lunch in hall ]

5 p.m. - 11 p.m. .... Exhibit Dismantling

## ❖ FRIDAY / March 22

8 a.m. - Noon ..... Exhibit Dismantling

8:30 a.m. - 4 p.m. .... Training Sessions

# HOST SITE: GAYLORD TEXAN

## MARRIOTT'S GAYLORD TEXAN RESORT & CONVENTION CENTER

will serve as the headquarters hotel for the AEA International Convention & Trade Show.

Marriott's Gaylord Texan Hotel  
1501 Gaylord Trail  
Grapevine, Texas 76051

- **PHONE NUMBER FOR RESERVATIONS:**  
817-778-1000
- **DIRECT LINK ON AEA WEBSITE:**  
[aea.net/convention](http://aea.net/convention)
- **ROOM RATE:**  
\$253 (includes resort fee)
- **DEADLINE FOR RESERVATIONS:**  
Feb. 26, 2024

*Please note: AEA does not work with any housing agencies to make hotel reservations on your behalf. We strongly suggest you work directly with the hotel when making your room reservations.*



FIRST  
PLACEMENT  
FOR EXHIBIT  
SPACE

**OCT. 27, 2023**

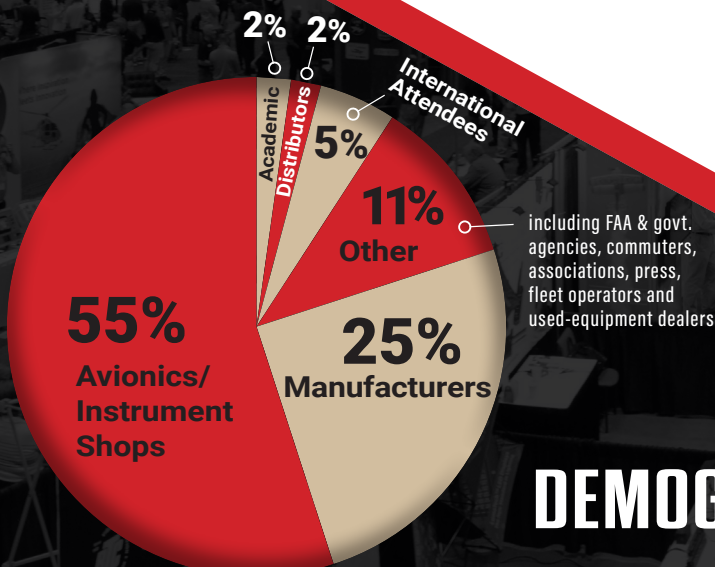
EXHIBIT SPACE  
CANCELLATION  
DEADLINE

**DEC. 31, 2023**

**IMPORTANT  
DATES**

BOOTH  
PERSONNEL  
REGISTRATION  
DEADLINE

**MARCH 1, 2024**



## ATTENDEE DEMOGRAPHICS

# 2023 EXHIBITORS

The following companies exhibited at the 2023 AEA Convention in Orlando, Florida.

- ACR Electronics, Inc.
- Aero Express Inc.
- AeroLEDs
- Aero-Mach Labs Inc.
- AirCorps Aviation
- Aircraft Electronics Association (AEA)
- Aircraft Lighting International
- Aircraft Spruce & Specialty
- AIRR Engineering
- Airtex
- All Precision Systems
- ALTO Aviation
- Anodyne Electronics Manufacturing Corp.
- AOP Technologies
- Appareo
- Applied Avionics Inc.
- Archangel Systems Inc.
- Aspen Avionics Inc.
- ASTM/NCATT/CertTEC
- Astro Tool Corp.
- Astronautics Corporation of America
- Astronics Max-Viz
- ATEQ Aviation Inc.
- Av-DEC
- Avidyne Corp.
- Avionica LLC
- Avionics Specialist, Inc.
- AvionTEq
- Avotek
- Barfield Inc.
- Bascom Hunter
- Becker Avionics
- BendixKing
- Blackhawk Aerospace Technologies
- Blue Avionics Inc.
- Bongiovi Aviation
- Buller Enterprises Inc.
- Cabin Management Solutions LLC
- Cal Labs Inc.
- Canyon AeroConnect
- Carlisle Interconnect Technologies
- CCX Technologies Inc.
- Chicago Jet Group LLC
- CiES Inc.
- Cobham Aerospace Communications
- Collins Aerospace
- D.L.S. Electronic Systems Inc.
- DAC International
- Dallas Avionics
- Daniels Manufacturing Corp.
- Dayton-Granger Inc.
- DB Integrations

- Digitran - A unit of Electro Switch
- DIT-MCO International
- DMA-Aero
- DPI Labs Inc.
- Druck, LLC
- Duncan Aviation
- EDMO Distributors Inc.
- EIT Avionics
- Electro Enterprises Inc.
- Elliott Aviation
- Evolution Measurement
- Express Calibration Services
- FAA/Automatic Dependent Surveillance-Broadcast (ADS-B)
- Flight Data Systems
- Flightcell International
- FreeFlight Systems
- Gables Engineering Inc.
- Garmin
- Genesys Aerosystems
- Georgian Aerospace LLC
- GigaFlight Connectivity Inc.
- Gogo Business Aviation
- Guardian Avionics
- Honeywell Aerospace
- Icom America Inc.
- Innovative Advantage
- Innovative Solutions & Support
- Jupiter Avionics
- Kelly Manufacturing Co.
- KGS Electronics
- L3Harris Technologies
- Laselec Inc.
- Latitude Technologies Corp.
- Laversab Inc.
- Luma Technologies
- Marsh McLennan Agency LLC
- Mid Continent Controls Inc.
- Mid-Continent Instruments and Avionics
- Millennium International
- MTW Aerospace Inc.
- NATA Compliance Services
- Nav-Aids Ltd.
- Naval Aviation Systems Consortium
- NextOp

- Nimbus Aviation
- One Mile Up Inc.
- Orban Microwave Inc.
- Pacific Southwest Instruments
- Peregrine
- PIC Wire & Cable (an Angelus Company)
- Pilot John International
- PilotSafety.org
- Prizm Aircraft Products
- PS Engineering Inc.
- Quantic Evans
- RIM Enterprises
- Robotic Skies
- Sandia Aerospace
- Satcom Direct Inc.
- Sathom
- Shadin Avionics
- Skyservice Business Aviation
- SKYTRAC Systems
- SmartSky Networks LLC
- Southeast Aerospace
- Specmat Technologies Inc.
- SRS Aviation
- Technisonic Industries Ltd.
- Texas Aerospace Technologies
- THOMMEN AIRCRAFT EQUIPMENT
- Trig Avionics
- Tri-Star Technologies
- True Blue Power
- uAvionix Corp.
- Universal Avionics, an Elbit Systems Company
- VIAVI Solutions
- WBPparts Inc.
- Whelen Aerospace Technologies, LLC.

## IMPORTANT CONTACTS

### ❖ DEBRA MCFARLAND Aircraft Electronics Association

debbiem@aea.net  
816-347-8400

- Exhibit Space
- Name Badge Registrations
- Meeting Registration
- Hosted Functions
- New Product Introductions

### ❖ RACHEL HILL

rachelh@aea.net  
816-366-5109

- Advertising:
- Avionics News Magazine
  - Show Guide

### ❖ APRIL MOODY SS&G Management

April.Moody@ssgmanagement.net  
985-377-8800

- Booth Setup
- Ordering Items for Booth
- Shipping Information

### ❖ LINDA ADAMS Aircraft Electronics Association

lindaa@aea.net  
816-347-8400

- Convention Sponsorships
- Silent Auction

# 90%

of attendees are executive management  
with the final say or high influence in  
purchasing products and services.

### ❖ AEA MEMBERS

#### 10 x 10 Non-Corner

- \$2,325 per space (paid by check or ACH)
- \$2,400 per space (paid by credit card)

#### 10 x 10 Corner

- \$2,750 per space (paid by check or ACH)
- \$2,825 per space (paid by credit card)

### ❖ NON-MEMBERS

#### 10 x 10 Non-Corner

- \$4,050 per space (paid by check or ACH)
- \$4,200 per space (paid by credit card)

#### ❖ EXHIBIT FEE INCLUDES:

- Space rental, pipe and drape in Exhibit Hall.
- Company identification sign in booth.
- Four exhibitor badges for company personnel.
- Listing in *AEA Show Guide* with up to 50 words describing your company, products or services.
- Free internet links directly to your company's website and a company description on the AEA Convention website.
- An AEA Convention logo, including your name and booth number, to post on your website, which can link directly to the AEA Convention website.
- Security when the Exhibit Hall is closed.
- Entry to all training courses and the First-Nighter Event.

*\* Exhibit space fee does not include carpet, furniture, electricity, communications needs or material handling charges.*

#### ❖ ASSIGNMENT OF EXHIBIT SPACE

To be eligible for the first placement on Oct. 27, 2023, your company must meet the following requirements:

1. Be a member of the AEA.
2. Participated as an exhibitor at the 2023 AEA Convention in Orlando.
3. Return a completed contract with payment in full by Oct. 27, 2023.
4. Membership dues and other invoices must be paid in full.
5. Assignments will be made first to those companies contracting three or more exhibit spaces.

Based on the requirements outlined, the placement drawing is completely random with no exhibitor given priority. Contracts received after the Oct. 27, 2023, deadline will be assigned space in the order they are received.

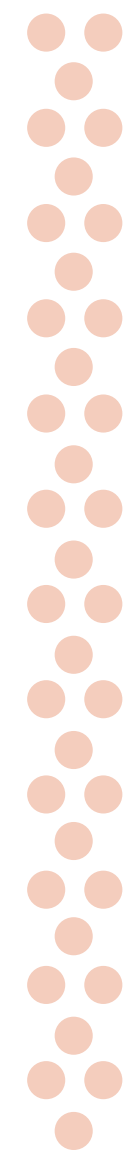
The AEA reserves the right to assign and/or reassign the exhibitor to exhibit space other than that requested by the exhibitor and to rearrange the layout of the exhibit hall if deemed necessary. No exhibitor will assign, sublet or share the whole or any part of purchased exhibit space.

#### ❖ EXHIBITOR BADGES

- All booth personnel must be registered to gain entrance into the Exhibit Hall.
- You are provided four badges free of charge for each 10' x 10' exhibit space contracted.
- Any additional name badges are \$85 per person.

*\*Deadline to register booth personnel is March 1, 2024.*

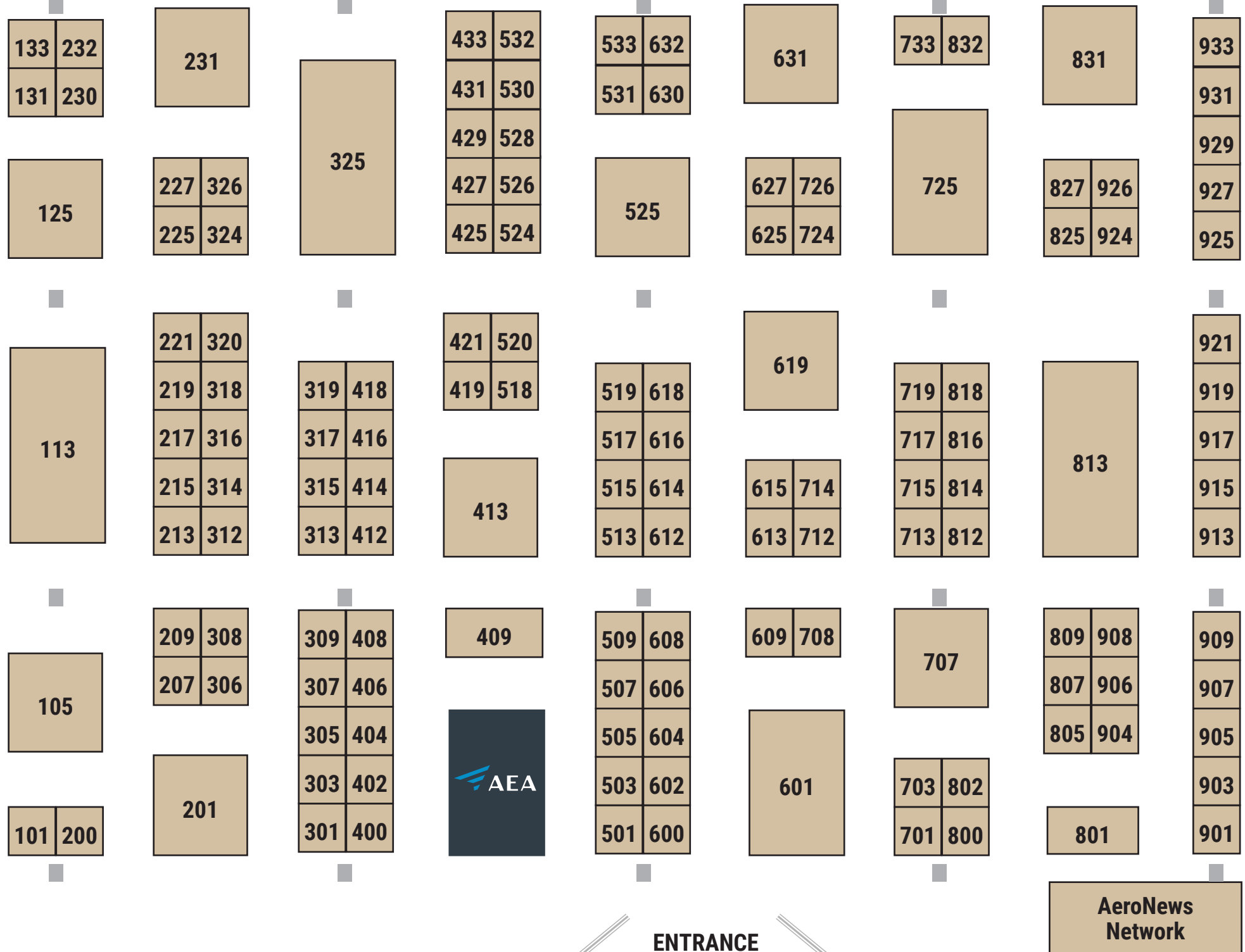
LUNCH COURT  
Entrance



Exit

## AEA EDUCATIONAL FOUNDATION SILENT AUCTION

Exhibitor  
Services



*Complimentary light lunch will be served both days inside a designated area in the Exhibit Hall for all exhibitors and attendees!*

*Examples of corner booths are: 306, 519, 733, 901*

*Examples of non-corner booths are: 217, 406, 602, 814, 929*

ENTRANCE

**EXHIBIT HALL  
HOURS**

❖ Wednesday, March 20  
10:30 a.m. - 5 p.m.

❖ Thursday, March 21  
10:30 a.m. - 5 p.m.