



**AEA** 2019

**Palm Springs**

**MARCH 25 - 28**

**EXHIBITOR  
PROSPECTUS**

 **AEA INTERNATIONAL  
CONVENTION &  
TRADE SHOW**

[aea.net/convention](http://aea.net/convention)

**AIRCRAFT ELECTRONICS  
ASSOCIATION**



LOCATION: **Palm Springs Convention Center**

CONVENTION DATES: **March 25-28, 2019**

TRADE SHOW DATES: **March 26-27, 2019**



# HOST SITE

## THE PALM SPRINGS CONVENTION CENTER

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

277 N Avenida Caballeros  
Palm Springs, CA 92262

# HOTELS

The AEA has contracted with three hotels for the 2019 convention:

- Renaissance Palm Springs
- Hilton Palm Springs
- Hotel Zoso

For detailed information regarding each hotel, visit

**AEA.NET/CONVENTION**

# PROSPECTIVE EXHIBITOR

If you offer products or services to the general aviation industry through a dealers' network, don't 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.
- > Upsell existing customers.
- > 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.

In this new world of social media, text messaging, emailing and webinars, one thing remains constant: Our attendees still want to see, touch and talk product... face-to-face!

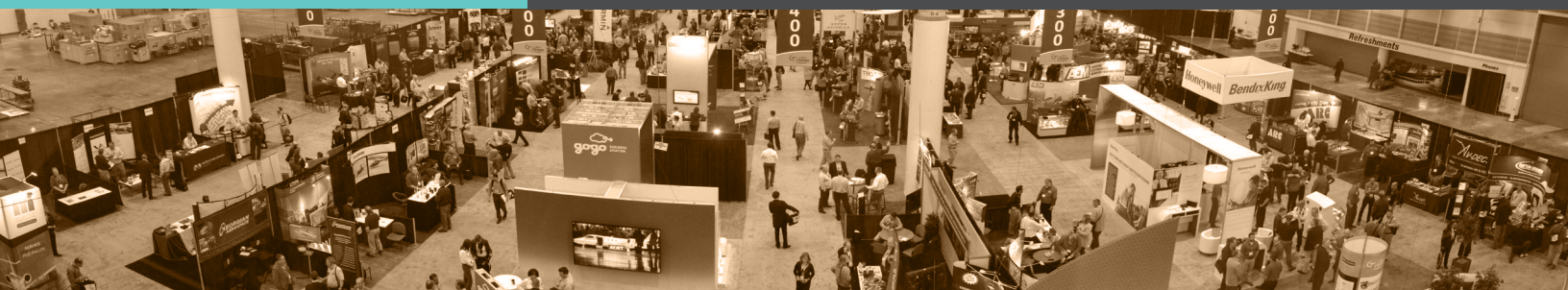
**Debra McFarland**  
AEA Executive Vice President  
debbiem@aea.net

# ATTENDEE STATISTICS

by percentage

• Avionics/Instrument Shops	55%
• Manufacturers	25%
• Other	11%
• International Attendees	5%
• Distributors	2%
• Academic	2%

*OTHER includes FAA & government agencies, commuters, associations, press, fleet operators and used-equipment dealers.*



# 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 - EXHIBITORS ONLY

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 allowed to submit a request to be part of this most talked about session. Space is definitely limited. Information on securing your spot will be sent to exhibiting companies by mid-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.

## IMPORTANT CONTACTS

### > Debra McFarland

Aircraft Electronics Association

[debbiem@aea.net](mailto:debbiem@aea.net)  
816-347-8400

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

### > April B. Moody

SS&G Management

[April.Moody@ssgmanagement.net](mailto:April.Moody@ssgmanagement.net)  
985-377-8800  
fax: 888-722-3067

- Booth Setup
- Ordering Items for Booth
- Shipping Information

### > Linda Adams

Aircraft Electronics Association

[lindaa@aea.net](mailto:lindaa@aea.net)  
816-347-8400

- Convention Sponsorships

### > Lauren McFarland

Aircraft Electronics Association

[laurenm@aea.net](mailto:laurenm@aea.net)  
816-347-8400

Advertising:

- *Avionics News* Magazine
- *Show Guide*

First placement for exhibit space

September 27



Exhibit space cancellation deadline

December 3



Booth personnel registration deadline

March 1, 2019



# PRELIMINARY SCHEDULE

## SUNDAY / March 24

9 a.m. - 6 p.m. .... Exhibit Hall Setup

## MONDAY / March 25

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

7 p.m. - 9:30 p.m. .... First-Nighter Party

## TUESDAY / March 26

8:30 a.m. - 10:30 a.m. .... AEA Regulatory Rise & Shine

8:30 a.m. - 10:30 a.m. .... Training Sessions

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

## WEDNESDAY / March 27

8:30 a.m. - 10:30 a.m. .... AEA Regulatory Rise & Shine

8:30 a.m. - 10:30 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

## THURSDAY / March 28

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

8 a.m. - 5 p.m. .... Training Sessions

# 2018 EXHIBITORS

The following companies exhibited at the 2018 AEA Convention in Las Vegas.

- ACR Electronics ARTEX
- AEA Technology Inc.
- Aero Express Inc.
- AeroLEDs
- Aero-Mach Labs Inc.
- Aerotek Design Labs
- Aircraft & Commercial Enterprises
- Aircraft Electronics Association (AEA)
- Aircraft Lighting International
- Airtext
- ALTO Aviation
- Analog Devices
- Anodyne Electronics Manufacturing Corp.
- Appareo
- Applied Avionics Inc.
- Arc-Tronics Inc.
- Aspen Avionics Inc.
- Astro Tool Corp.
- Astronautics Corporation of America
- Astronics Corp.
- ATEQ Aviation
- Av-DEC
- Aviation Solutions,  
A Marsh & McLennan Agency LLC Co.
- Avidyne Corp.
- Avionic Instruments LLC
- Avionica Inc.
- Avionics Specialist, Inc.
- AvionTEq
- Avotek
- Barfield Inc.
- Becker Avionics
- BendixKing
- Blue Avionics Inc.
- Bongiovi Aviation LLC
- Buller Enterprises Inc.
- Cal Labs Inc.
- Carlisle Interconnect Technologies
- Castleberry Instruments & Avionics
- CiES Inc.
- CMD Flight Solutions
- Cobham Aerospace Communications
- Cobham Antenna Systems
- Cobham AvComm
- Cobham SATCOM
- Cobra Systems Inc.
- Component Control MRO & Logistics  
Software Solutions
- D.L.S. Electronic Systems Inc.
- DAC International
- Dallas Avionics
- Daniels Manufacturing Corp.
- Dayton-Granger Inc.
- DFW Instrument LLC
- Digitran - A unit of Electroswitch
- DMA Aero
- DPI Labs Inc.
- Duncan Aviation
- Eagle Audio
- EDMO Distributors Inc.
- Electro Enterprises Inc.
- Elliott Aviation
- Esterline
- Express Calibration Services
- FAA Automatic Dependent Surveillance-  
Broadcast (ADS-B)
- FDS Avionics Corp.
- FlightSafety International
- FreeFlight Systems
- Gables Engineering Inc.
- Garmin USA
- General Electric
- Genesys Aerosystems
- Georgian Aerospace Group Inc.
- Gogo Business Aviation
- Guardian Avionics
- Harris Corp.
- Heads Up Technologies
- HeliTrak Inc.
- Hisonic
- Honeywell Aerospace
- Hutchinson Stop-choc Ltd.
- Innovative Advantage
- Innovative Solutions & Support
- JETTECH
- Jupiter Avionics
- Kelly Manufacturing Co.
- KGS Electronics
- Kuerzi Avionics AG
- L3 Aviation Products
- Laselec Inc.
- Latitude Technologies Corp.
- Laversab Inc.
- Luma Technologies
- Meggitt-Securaplane
- Mid Continent Controls Inc.
- Mid-Continent Instruments and Avionics
- Millennium International
- Nav-Aids Ltd.
- One Mile Up Inc.
- Orban Microwave Inc.
- Outerlink Global Solutions
- Pacific Southwest Instruments
- Paramount Panels Inc.
- Patriot Taxiway Industries
- Peregrine
- PilotSafety.org
- PS Engineering Inc.
- RAMI (R.A. Miller Industries Inc.)
- Robotic Skies
- Rockwell Collins
- Rosen Aviation
- Safran Electronics & Defense,  
Avionics USA, LLC
- Sandel Avionics
- Sandia Aerospace
- Satcom Direct Inc.
- Shadin Avionics
- Sky Definition Aero Systems LLC
- SmartSky Networks LLC
- Southeast Aerospace
- SpaceTEC Partners Inc.
- Spectrum Technologies Ltd.
- SRS Aviation
- StandardAero
- S-TEC
- Sun Aviation Inc.
- Technisonic Industries Ltd.
- TGH Aviation
- Thommen Aircraft Equipment AG
- Trans-Cal Industries Inc.
- Trig Avionics
- Tri-Star Technologies
- True Blue Power
- TruTrak Flight Systems
- Universal Avionics Systems Corp.
- WBPARTS Inc.
- Western Jet Aviation



## ▶ AEA Members

### 10 x 10 Non-Corner

- \$2,000 per space (paid by check)
- \$2,075 per space (paid by credit card)

### 10 x 10 Corner

- \$2,425 per space (paid by check)
- \$2,500 per space (paid by credit card)

## ▶ Non-Members

### 10 x 10 Non-Corner

- \$4,000 per space (paid by check)
- \$4,150 per space (paid by credit card)

### ♦ EXHIBIT FEE INCLUDES:

- Space rental, pipe and drape in Exhibit Hall.
- Company identification sign in booth.
- Four exhibits-only 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.

*\* 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 Sept. 27, 2018, your company must meet the following requirements:

1. Be a member of the AEA.
2. Participated as an exhibitor at the 2018 AEA Convention in Las Vegas.
3. Return a completed contract with payment in full by Sept. 19, 2018.
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 Sept. 19, 2018, 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.

### ♦ EXHIBITS-ONLY BADGES

- All booth personnel must be registered to gain entrance into the Exhibit Hall.
- You are provided four exhibits-only badges free of charge for each 10' x 10' exhibit space contracted.
- Any additional name badges are \$75 per person.

*\*Deadline to register booth personnel is March 1, 2019.*

### ♦ EXHIBIT HALL HOURS

- Tuesday, March 26..... 10:30 a.m. - 5 p.m.
- Wednesday, March 27..... 10:30 a.m. - 5 p.m.

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

