

For immediate release
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AEA Names 2008 Member, Associate Member of the Year *Gary Harpster, EMTEQ honored at Annual Awards Luncheon in D.C.*

WASHINGTON, D.C., April 25, 2008 — Gary Harpster of Duncan Aviation was named the 2008 AEA Member of the Year, and EMTEQ received the 2008 AEA Associate Member of the Year honor during the AEA International Convention & Trade Show in Washington, D.C. Harpster and representatives from EMTEQ accepted their awards at today's AEA Annual Awards Luncheon, featuring guest speaker Newt Gingrich, former speaker of the House of Representative.

Two nominating committees — made up of AEA member representatives, including the previous year's winners — are created to prepare a slate of nominees for the annual awards. Once the slate of nominees is assembled for both awards, it is sent to the full AEA membership for a vote — which means the winners of each award truly are being recognized for their service and participation in the industry and in the Association.

For the AEA Member of the Year Award, the nominating committee assembles a list of individuals who have gone above and beyond to promote the general aviation community and, in particular, are actively involved in the affairs of the AEA. For the AEA Associate Member of the Year Award, a nominating committee assembles a list of associate member companies who are being recognized for their service and support to their dealers and to the general aviation electronics industry, as well as their active involvement in the affairs of the AEA.

2008 AEA Member of the Year: Gary Harpster

The 2008 AEA Member of the Year, Gary Harpster, avionics modification sales for Duncan Aviation in Lincoln, Neb., is well known throughout the industry and the AEA membership. Harpster's career began in the U.S. Navy as a Seabees. Following his service in the Navy, Harpster graduated from Iowa Western University, where he received a degree in electronics technology.

"I grew up less than two miles from the Omaha airport in Nebraska, so I was always fascinated by the different types of airplanes that flew over our house," Harpster said. "When I was 20-years-old and stationed in Puerto Rico with the Navy, I traded flying lessons for scuba diving lessons to a local instructor who was teaching on the base."

Harpster flew for Omaha Air Supply for two years before landing a job at Sky Harbor in Omaha, Neb., as manager of the avionics shop. In 1985, he joined Duncan Aviation and helped set up satellite shops in Houston, Texas, and Cleveland, Ohio. He then became an avionics technical representative; his current position is in avionics sales.

"When cockpit voice recorders became mandatory, I transferred to avionics sales in Lincoln, Nebraska, and I've been in that capacity ever since," he said. "In my spare time, I enjoy sailing, water skiing and riding motorcycles. I also organize the annual Duncan Aviation Motorcycle Ride."

Harpster holds a private pilot's license and a commercial pilot's license. He has been an AEA board member since 2005, and he serves on the AEA Trusteeship Committee.



Gary Harpster

2008 AEA Associate Member of the Year: EMTEQ

The 2008 AEA Associate Member of the Year recipient, EMTEQ, was voted on by authorized dealers of the nominees and is being recognized for its service and support to the industry.

EMTEQ, headquartered in New Berlin, Wis., is an aircraft systems and services integrator offering an array of products and value-added services ideally suited to modification and repair centers, OEMs and dealers, including integrated avionics system installation kits, cabin comfort and interior lighting systems, as well as exterior lighting systems, which all are supported with comprehensive design, certification and consulting services.



Founded in 1996, EMTEQ has grown with exceptional results. Its current headquarters is contained within 57,000 square feet, with expansion plans to increase to nearly 100,000 square feet in late summer. With nearly 310 total combined employees in its United States, Switzerland and Brazil locations, the company supports corporate and general aviation operations worldwide.

“What sets EMTEQ apart is our ability to provide value-added services with a focus on partnering with our customers and suppliers,” said Jerry Jendusa, president and CEO of EMTEQ.

After starting EMTEQ in his home basement, what continues to inspire Jendusa is the opportunity for growth prompted by advances in technology and the challenges of customer-driven requirements for high-quality products that are lighter, more durable, long-lasting and cost-effective.

“The vision of EMTEQ is highly entrepreneurial in that we strive for excellence in an industry that continues to advance rapidly,” Jendusa said. “What’s most beneficial to our customers is EMTEQ’s desire and ability to review and understand customer requirements for any given project and collaborate to identify time-saving solutions.”

Jendusa said what appeals to him most about the general aviation industry is the feeling of community, which has allowed EMTEQ to develop and sustain long-term relationships with customers.

As a long-standing AEA member and exhibitor at the AEA regional and national shows, EMTEQ credits its continued growth to its AEA affiliation and its involvement in the corporate/general aviation market as a whole.

With more than \$56 million in sales in 2007, more than 50 percent of EMTEQ’s business came from sales to the corporate/general aviation market. In fact, EMTEQ has a dedicated business unit within its larger structure dedicated exclusively to servicing the general aviation and corporate markets.



The 2008 AEA Associate Member of the Year, EMTEQ, has dramatically increased its staff and is expanding its facilities to meet the demands of its rapid growth.



The 2008 AEA Member of the Year nominees were:

- Bill Arsenault, Mid-Canada Mod Center, Mississauga, Ontario
- Gary Harpster, Duncan Aviation, Lincoln, Neb.
- Dennis Lamer, Denver Avionics, Englewood, Colo.
- Rick Ochs, Spirit Avionics, Columbus, Ohio
- Steve Vold, Aerotronics, Billings, Mont.

The 2008 AEA Associate Member of the Year nominees were:

- Aerospace Optics Inc.
- Chelton Flight Systems
- Comant Industries Inc.
- EMTEQ Inc.
- Flight Display Systems
- Laversab Inc.