EXHIBITOR PROSPECTUS

March 26-29, 2018
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
> 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!
- *Convention Schedule of Events* - 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.

**HOST SITE**
Make your hotel room reservations directly with the hotel.
MGM GRAND LAS VEGAS will serve as the headquarters hotel for the AEA International Convention & Trade Show.

MGM GRAND LAS VEGAS
3799 S. Las Vegas Blvd
Las Vegas, NV 89109
Phone: (800) 929-1111
Direct link on AEA website: aea.net/convention
Room Rate: $145
Use code SAAE0318MGM when making reservations to receive the special AEA rate of $145.
EXHIBIT PRICES

10 x 10 Non-Corner
- $1,975 per space (paid by check)
- $2,045 per space (paid by credit card)

10 x 10 Corner
- $2,375 per space (paid by check)
- $2,460 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)

ASSIGNMENT OF EXHIBIT SPACE

Please read carefully

To be eligible for the first placement on Sept. 29, 2017, your company must meet the following requirements:

1. Be a member of the AEA.
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. 28, 2017, 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 2, 2018.
The following companies exhibited at the 2017 AEA Convention in New Orleans.

- ACR Electronics ARTEX
- Aero Express Inc.
- AeroLEDs
- Aero-Mach Labs
- Aero-News Network
- Aircraft Electronics Association
- ALTO Aviation
- Anodyne Electronics Manufacturing Corp.
- Appareo
- Applied Avionics Inc.
- Arc-Tronics Inc.
- Aspen Avionics Inc.
- 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 News
- Avionics Specialist Inc.
- AvionETeq
- Avotek
- B/E Aerospace
- Barfield Inc.
- Becker Avionics Inc.
- BendixKing
- Blue Avionics LLC
- Buller Enterprises Inc.
- Cal Labs Inc.
- Capital Avionics Inc.
- CMD Flight Solutions
- Cobham Aerospace Communications
- Cobham Antenna Systems
- Cobham AvComm
- Cobham SATCOM
- Cobra Systems Inc.
- Comm Innovations
- Component Control
- Connector Microtooling Systems
- Connell Aviation Group
- D.L.S. Electronic Systems Inc.
- DAC International Inc.1
- Dallas Avionics
- Daniels Manufacturing Corp.
- Dayton-Granger Inc.
- DFW Instrument LLC
- Digitran
- DRT-MCO International
- DMA Aero
- DPI Labs Inc.
- Duncan Aviation
- Eagle Copters Maintenance
- EDMO Distributors Inc.
- Electro Enterprises Inc.
- Elliott Aviation
- Emerging Lifesaving Technologies
- Esterline
- Express Calibration Services
- FAA Surveillance and Broadcast Services
- FDS Avionics Corp.
- Flamingo Air/Airline Ground Schools
- Flight Data Systems
- Flightcell International
- FlightSafety International
- FreeFlight Systems
- Gables Engineering
- Garmin USA
- Genesys Aerosystems
- Georgian Aerospace
- GlobalParts.aero
- Globalstar
- Gogo Business Aviation
- Guardian Avionics
- Harris Corp.
- Heads Up Technologies
- Helitrak Inc.
- Honeywell Aerospace
- Innovative Advantage
- Intertrade, A Rockwell Collins Company
- JETTECH
- Jupiter Avionics
- Kelly Manufacturing Co.
- KGS Electronics
- Kuerzi Avionics AG
- L3 Aviation Products
- LASELEC
- Latitude Technologies Corp.
- Laversab Inc.
- Lexavía Integrated Systems
- LoPresti Aviation
- Luma Technologies
- Madison Capital
- Mid Continent Controls Inc.
- Mid-Continent Instruments and Avionics
- Millennium International
- MyGoFlight
- Nav-Aids Ltd.
- One Mile Up Inc.
- Orban Microwave Inc.
- Otto Instrument Service
- Outerlink Global Solutions
- Pacific Southwest Instruments
- Paramount Panels Inc.
- Patriot Taxiway Industries
- Precision Assembly Technologies Inc.
- Professional Pilot Magazine
- PS Engineering Inc.
- PWI Inc.
- RAMI (R.A. Miller industries Inc.)
- Robotic Skies
- Rockwell Collins
- Rosen Aviation
- Safran Electronics & Defense Avionics USA LLC
- Sandia Aerospace
- Satcom Direct
- Send Solutions
- Shadin Avionics
- Signature TechniC Air
- Sky Definition Aero Systems LLC
- SmartSky Networks LLC
- Southeast Aerospace
- SpaceTEC Partners Inc.
- 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
- Universal Avionics Systems Corp.
- WBParts Inc.
### Attendee Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avionics/Instrument Shops</td>
<td>55%</td>
</tr>
<tr>
<td>Manufacturers</td>
<td>25%</td>
</tr>
<tr>
<td>Other</td>
<td>11%</td>
</tr>
<tr>
<td>International Attendees</td>
<td>5%</td>
</tr>
<tr>
<td>Distributors</td>
<td>2%</td>
</tr>
<tr>
<td>Academic</td>
<td>2%</td>
</tr>
</tbody>
</table>

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

### 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

- **April B. Moody**  
  SS&G Management  
  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  
  816-347-8400  
  Advertising:  
  - Convention Sponsorships

- **Lauren McFarland**  
  Aircraft Electronics Association  
  laureenm@aea.net  
  816-347-8400  
  Advertising:  
  - *Avionics News* Magazine  
  - Convention Schedule of Events

See the back of the “Exhibit Contract” inserted into this Exhibitor Prospectus for more general information, and rules and regulations regarding the 2018 convention.

#AEA18
<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUNDAY / 25</td>
<td>9 a.m. - 6 p.m.</td>
<td>Exhibit Hall Setup</td>
</tr>
<tr>
<td>MONDAY / 26</td>
<td>7:30 a.m. - 8:15 a.m.</td>
<td>Regulatory Rise &amp; Shine</td>
</tr>
<tr>
<td></td>
<td>8 a.m. - 5 p.m.</td>
<td>Exhibit Hall Setup</td>
</tr>
<tr>
<td></td>
<td>8:30 a.m. - Noon</td>
<td>Opening, Awards Ceremony &amp; New Product Introductions</td>
</tr>
<tr>
<td></td>
<td>Noon - 1 p.m.</td>
<td>Open Lunch</td>
</tr>
<tr>
<td></td>
<td>1 p.m. - 5 p.m.</td>
<td>Training Sessions</td>
</tr>
<tr>
<td></td>
<td>7 p.m. - 9 p.m.</td>
<td>First-Nighter Party</td>
</tr>
<tr>
<td>TUESDAY / 27</td>
<td>8:30 a.m. - 10:30 a.m.</td>
<td>AEA Regulatory Rise &amp; Shine</td>
</tr>
<tr>
<td></td>
<td>8:30 a.m. - 10:30 a.m.</td>
<td>Training Sessions</td>
</tr>
<tr>
<td></td>
<td>10:30 a.m. - 5 p.m.</td>
<td>Exhibit Hall open with light lunch in hall</td>
</tr>
<tr>
<td>WEDNESDAY / 28</td>
<td>8:30 a.m. - 10:30 a.m.</td>
<td>AEA Regulatory Rise &amp; Shine</td>
</tr>
<tr>
<td></td>
<td>8:30 a.m. - 10:30 a.m.</td>
<td>Training Sessions</td>
</tr>
<tr>
<td></td>
<td>10:30 a.m. - 5 p.m.</td>
<td>Exhibit Hall open with light lunch in hall</td>
</tr>
<tr>
<td></td>
<td>5 p.m. - 11 p.m.</td>
<td>Exhibit Dismantling</td>
</tr>
<tr>
<td>THURSDAY / 29</td>
<td>8 a.m. - Noon</td>
<td>Exhibit Dismantling</td>
</tr>
<tr>
<td></td>
<td>8 a.m. - 5 p.m.</td>
<td>Training Sessions</td>
</tr>
<tr>
<td></td>
<td>Noon - 12:45 p.m.</td>
<td>Open Lunch</td>
</tr>
</tbody>
</table>

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