



AEA 2023

Orlando, Florida



APRIL **24-27**

**AIRCRAFT ELECTRONICS
ASSOCIATION**

EXHIBITOR
PROSPECTUS



Location:

ORLANDO,
FLORIDA



Convention Dates:

APRIL 24-27



Trade Show Dates:

APRIL 25-26



AEA 2023: OPEN FOR BUSINESS

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.

Gaylord Palms Resort & Convention Center will serve as the headquarters hotel for the AEA International Convention & Trade Show. Make your hotel room reservations directly with the hotel.

Gaylord Palms Resort
6000 W Osceola Pkwy
Kissimmee, FL. 34746

Phone:
(407) 586-0000

Direct link on AEA website:
aea.net/convention



Room Rate:
\$235 per night

(this rate includes \$20 resort fee)

Deadline for securing this rate:
April 1, 2023.

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.

HOST SITE:
GAYLORD PALMS RESORT



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 definitely limited. Detailed information will be sent to contracted exhibitors by early January.

> 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.

MARK YOUR CALENDAR: IMPORTANT DATES

First placement
for exhibit space

OCT. 10

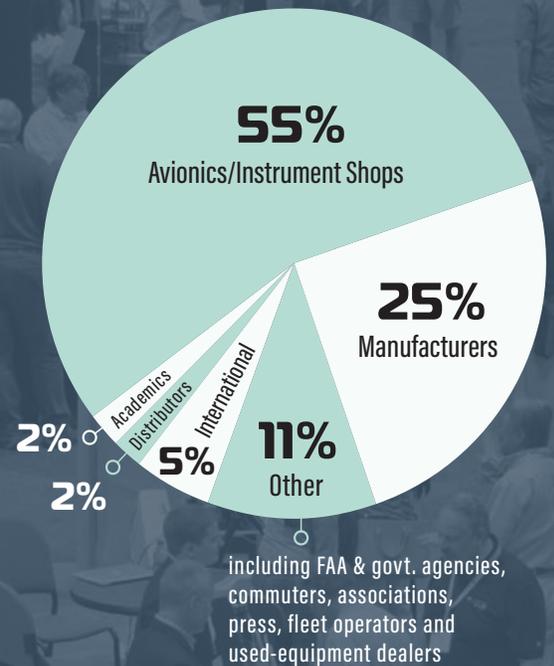
Exhibit space
cancellation deadline

DEC. 30

Booth personnel
registration deadline

APRIL 5

WHO ATTENDS?: TRADE SHOW DEMOGRAPHICS



90%

OF ATTENDEES ARE
EXECUTIVE MANAGEMENT
WITH THE FINAL SAY
OR HIGH INFLUENCE IN
PURCHASING PRODUCTS
AND SERVICES.

SNEAK PEEK: PRELIMINARY SCHEDULE

SUNDAY / APRIL 23

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

MONDAY / APRIL 24

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

TUESDAY / APRIL 25

8:30 a.m. - 10:30 a.m.Regulatory Session

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 / APRIL 26

8:30 a.m. - 10:30 a.m.Regulatory Session

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 / APRIL 27

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

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

HERE TO HELP: 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

Linda Adams

Aircraft Electronics Association

lindaa@aea.net
816-347-8400

- Convention Sponsorships
- Silent Auction

April Moody

SS&G Management

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

- Booth Setup
- Ordering Items for Booth
- Shipping Information
- New Product Introductions

Rachel Hill

Aircraft Electronics Association

rachelh@aea.net
816-366-5109

- Advertising:
- *Avionics News Magazine*
 - Show Guide

The following companies
exhibited at the 2022 AEA
Convention in New Orleans.

2022 EXHIBITORS

- ACR Electronics, Inc.
- Aero Express Inc.
- AeroLEDs
- Aero-Mach Labs Inc.
- AEROTEAM Training Solutions
- Aircraft Electronics Association
- Aircraft Lighting International
- Aircraft Spruce & Specialty
- AIRR Engineering
- Airtex
- ALTO Aviation
- Anodyne Electronics Manufacturing Corp.
- Appareo
- Applied Avionics Inc.
- Aspen Avionics Inc.
- Astro Tool Corp.
- Astronautics Corporation of America
- Astronics Max-Viz
- ATEQ & Cobra Aviation Inc.
- Av-DEC
- Aviation Week Network
- Avidyne Corp.
- Avionica LLC
- Avionics Specialist, Inc.
- AvionTEq
- Avotek
- Barfield Inc.
- Becker Avionics
- BendixKing
- Bigorre Aerospace Corp.
- Blackhawk Aerospace Technologies
- Blue Avionics Inc.
- Bongjovi Aviation
- Buller Enterprises Inc.
- Cabin Management Solutions LLC
- Cal Labs Inc.
- Canyon AeroConnect
- Carlisle Interconnect Technologies
- Carolina GSE Inc.
- 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.
- Digitrans - A unit of Electro Switch
- DPI Labs Inc.
- Druck, LLC
- Duncan Aviation
- EDMO Distributors Inc.
- EIT Avionics
- Electro Enterprises Inc.
- Elliott Aviation
- Express Calibration Services
- 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
- Ionic Air Care
- Jupiter Avionics
- Kelly Manufacturing Co.
- KGS Electronics
- L3Harris Technologies
- Laselec Inc.
- Latitude Technologies Corp.
- Laversab Inc.
- Liberty Partners Inc.
- Luma Technologies
- Marsh McLennan Agency LLC
- Mid Continent Controls Inc.
- Mid-Continent Instruments and Avionics
- Millennium International
- Nav-Aids Ltd.
- NextOp
- One Mile Up Inc.
- OnWing LLC
- Orban Microwave Inc.
- Pacific Southwest Instruments
- Peregrine
- PIC Wire & Cable
(Division of Angelus Corp.)
- PilotSafety.org
- PMC Engineering
- Prizm Aircraft Products
- ProMRO Cloud ERP by Clients First
- PS Engineering Inc.
- RightHand Technologies
- RIM Enterprises
- Robotic Skies
- Rosen Aviation
- Sandia Aerospace
- Satcom Direct Inc.
- Shadin Avionics
- SKYTRAC Systems
- SmartSky Networks LLC
- Southeast Aerospace
- Specialty Coating Systems
- Specmat Technologies Inc.
- Technisonic Industries Ltd.
- Texas Aerospace Technologies
- THOMMEN AIRCRAFT EQUIPMENT
- Trig Avionics
- True Blue Power
- uAvionix Corp.
- Universal Avionics,
an Elbit Systems Company
- VIAVI Solutions
- WBPARTS Inc.
- Whelen Aerospace Technologies, LLC.

AEA MEMBERS

10 x 10 Non-Corner

- \$2,250 per space (paid by check)
- \$2,325 per space (paid by credit card)

10 x 10 Corner

- \$2,675 per space (paid by check)
- \$2,750 per space (paid by credit card)

NON-MEMBERS

10 x 10 Non-Corner

- \$4,050 per space (paid by check)
- \$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 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 Oct. 10, 2022, your company must meet the following requirements:

1. Be a member of the AEA.
2. Participated as an exhibitor at the 2022 AEA Convention in New Orleans.
3. Return a completed contract with payment in full by Oct. 7, 2022.
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. 7, 2022, 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.

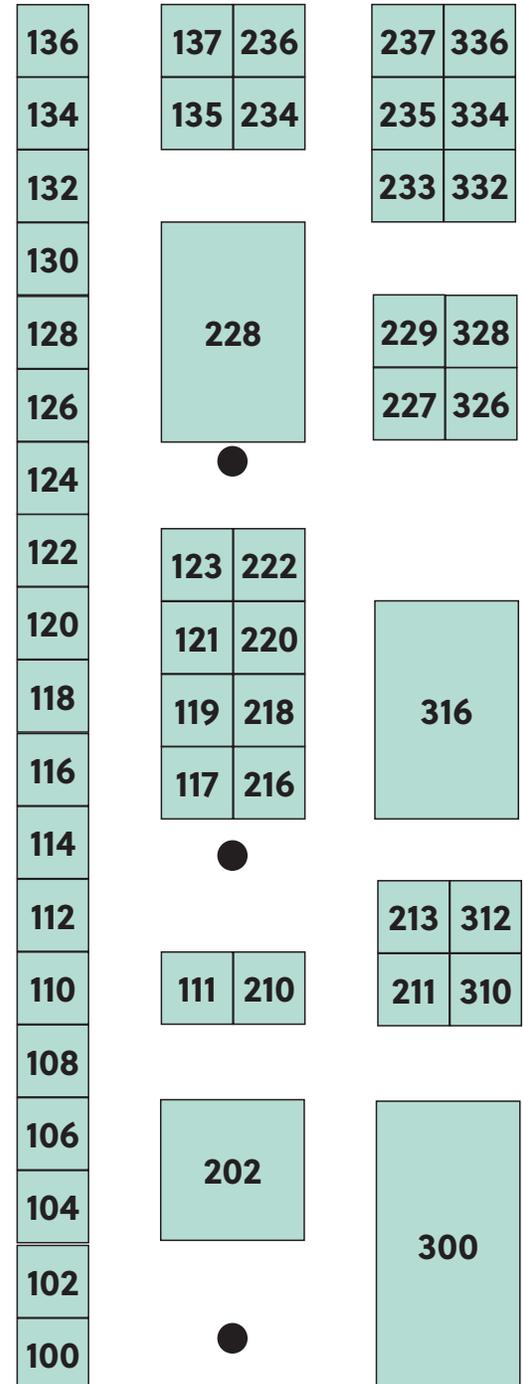
No exhibitor will assign, sublet or share the whole or any part of purchased exhibit space.

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 April 5, 2023.

Exhibitor Services



Aero-News

**AEA Educational
Foundation Silent Auction**

→
Lunch Court Entrance
→



Lunch Court Exit ←

⌈ Entrance to Exhibit Hall ⌋

EXHIBIT HALL HOURS

- Tuesday, April 25
..... 10:30 a.m. - 5 p.m.
- Wednesday, April 26
..... 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!