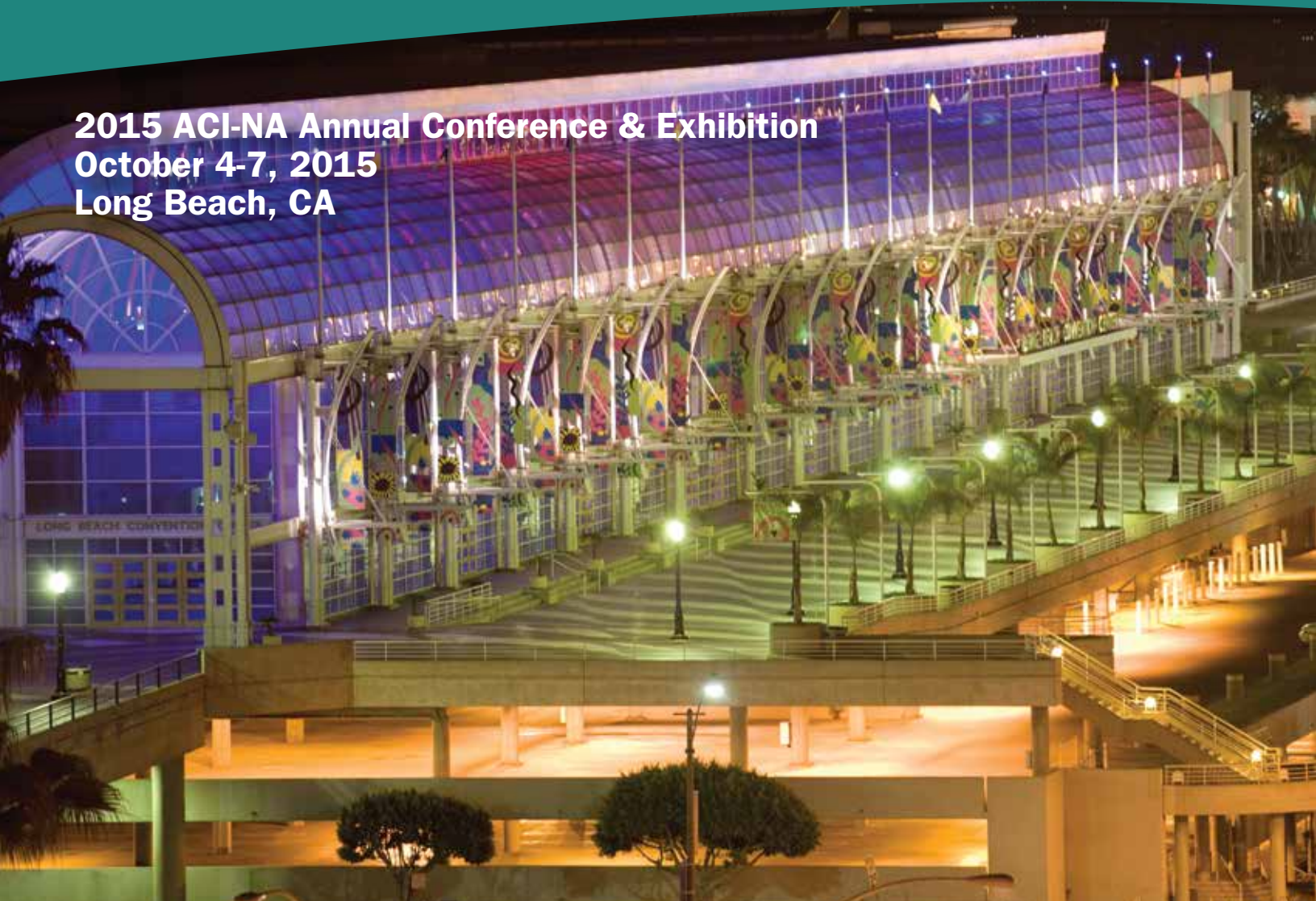


Reach Beyond the HORIZON

2015 ACI-NA Annual Conference & Exhibition
October 4-7, 2015
Long Beach, CA



**ACI-NA
Annual Conference
& Exhibition**
October 4-7
Long Beach, CA

EXHIBITOR PROSPECTUS

Meet Face-to-Face with Airport
Decision-Makers at The Premier Annual
Airport Conference & Exhibition

Visit us at www.aci-na.org



Want to sell more products and services?

Reach the Leaders

...and do it in the most cost-effective way possible*

The airport industry's premier annual event, the ACI-NA Annual Conference & Exhibition puts you in front of a uniquely qualified audience. You get the opportunity to reach a market so vast it represents **more than 98%** of the passenger and cargo traffic traveling throughout North America today.

You'll meet more than 1,700 top airport industry professionals— airport directors, CEOs, CFOs, presidents, vice presidents, senior managers, commissioners, consultants, advisors, planners, and other decision-makers—**all in one place at one time.**

You'll love our exclusive exhibit hours. At the ACI-NA Annual Conference & Exhibition, the hours devoted to the exhibition never conflict with outside conference activities. You get ample time to spend with attendees—plus their undivided attention.

Receptions, meals, and select educational events are in the exhibition hall, so you're guaranteed multiple networking opportunities each and every day.

* It is far more cost-effective to close a sale when a potential customer is identified via an exhibition versus other non-exhibition means (*The Cost-Effectiveness of Exhibition Participation, Center for Exhibition Industry Research, 2009*).

The cost of making the first face-to-face contact at an exhibition is less than 1/10 of the cost of doing so through other non-exhibition means (*The Cost-Effectiveness of Exhibition Participation, Center for Exhibition Industry Research, 2009*).

Exhibitors receive additional benefits, including:

- ✈ A listing in the interactive exhibition floorplan on the ACI-NA website; each listing includes your company description and link to your website
- ✈ Two free full conference registrations for each 10' x 10' booth; each registration allows entry into all educational and official social events (additional registrations are available for purchase)
- ✈ A 200-word company description in the conference issue of *Centerlines*, ACI-NA's magazine
- ✈ Three complimentary product category listings in the online directory and the Onsite Guide
- ✈ A complimentary list of pre-registered attendees for use in pre-show promotion (including emails)
- ✈ A complimentary list of all attendees for use in follow-up after the event (including emails)



Apply now and save. Early birds receive a discount on exhibit space. To apply, complete and return the enclosed Application & Contract for Exhibit Space.

Questions? Contact Brad Lewis, Show Manager, at 301-625-5123 or blewis@showmgmt.com.



Meet decision-makers face-to-face

- ✈ Airport and Airport Authority Directors, Presidents, CEOs, CFOs, VPs, and Managers
- ✈ Security Managers
- ✈ VPs of Environmental Affairs, Concessions, Development, Facilities & Maintenance, and more
- ✈ Ground Operations Managers
- ✈ Safety Advisors
- ✈ Aviation Planners
- ✈ IT Professionals
- ✈ Consultants

“ProDIGIQ has greatly benefited from the exhibiting opportunity and associated networking events at ACI-NA’s Annual Conference. It offers the best value for the investment and provides exposure to a large number of airport directors.””

**Arpit Malaviya, CEO
ProDIGIQ, Inc.**

ACI-NA Annual Conference & Exhibition

**October 4-7, 2015
Long Beach Convention & Entertainment Center
Long Beach, California**

Exhibit Hours

| | |
|---------------------------|--|
| Sunday, October 4 | 5:00 pm-7:00 pm |
| Monday, October 5 | 7:30 am-10:00 am 12:00 pm-3:00 pm 5:30 pm-7:00 pm |
| Tuesday, October 6 | 10:30 am-3:00 pm |



Exhibit Fees

By May 1, 2015

\$4,425 per 10' x 10' booth for ACI/ACI-NA Members

\$6,415 per 10' x 10' booth for Non-Members

After May 1, 2015

\$4,775 per 10' x 10' booth for ACI/ACI-NA Members

\$6,925 per 10' x 10' booth for Non-Members

A discount of \$665 per booth is available for ACI/ACI-NA Members who purchase four or more 10' x 10' booths

“Great exhibition hall, great keynote speakers!”

Emily Underhill,
Division Director – Development
Lee County Port Authority

These decision-makers need your solutions and expertise

Decision-makers representing **over 200 airports and airport authorities** in North America (including **46 of the 50 busiest**) gathered at the 2014 ACI-NA Annual Conference & Exhibition.

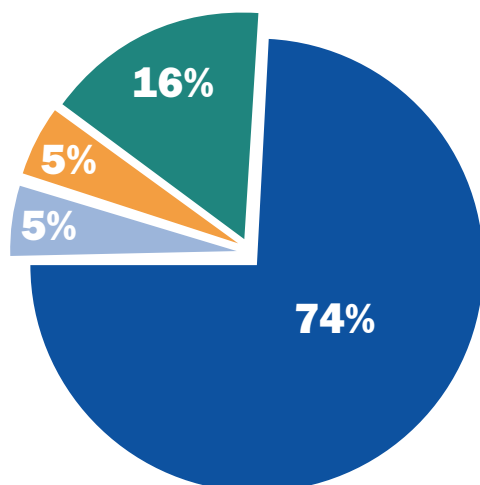
How much would it cost you to meet face-to-face with that many qualified, engaged airport executives in a non-exhibition setting?

Save time and money – and increase your sales – meet with more airports in three days of exhibiting and networking than you could in months of sales calls and meetings.

ACI-NA members represent **98%** of airports in North America.

Exhibition Location

The 2015 ACI-NA Annual Conference & Exhibition is being held at the Long Beach Convention & Entertainment Center in Long Beach, CA, located 7 miles from our host, Long Beach Airport (LGB).



74% executive level (Directors, Presidents, CEOs, VPs, etc.)

16% managerial level (IT Manager, Safety Manager, Airport Operations, etc.)

5% consultants (often representing multiple airports)

5% other (Engineers, Local Government Employees, etc.)

66% of attending airports spend **over \$1 million** annually on products and services

42% of attending airports spend **over \$10 million** annually on products and services

Looking for a way to expand your reach?

ACI-NA's Annual Conference and Exhibition provides countless sponsorship opportunities to help your organization gain even more exposure during this leading industry event.

Our sponsorship program provides high visibility by recognizing and marketing your organization during the conference.

Don't miss this opportunity to market your company in high traffic areas, focused at qualified airport industry professionals throughout the event.

Become a sponsor and gain unparalleled access, maintain your company status as an industry leader, and continue to show your commitment to the aviation industry.

Visit www.aci-na.org to view the available opportunities. Custom sponsorship opportunities are available.



Reach the Right People

You can get on buyers' short lists by showcasing your products and services at the ACI-NA Annual Conference & Exhibition. Attendees view this show as a vital resource for finding the newest products, services, and technologies they need. They are searching for:

✈️ **Airside Services**

- Air Traffic Control
- Aircraft Arresting Systems
- Airfield Lighting
- Airside Services
- Fixed Base Operator
- Ground Handling
- Hangars
- Noise Control
- Pavement Markings
- Snow and Ice Control

✈️ **Building/ Facility Maintenance**

- Elevator/Escalator
- Green and Energy Efficient Solutions
- HVAC
- Janitorial Services
- Landscaping
- Lighting
- People Movers
- Roofing

✈️ **Construction & Facility Development**

- Airport Facility Developers
- Architects & Engineers
- Construction
- Construction Management
- Design
- Land Acquisition and Relocation
- Pavement Restoration & Rehabilitation
- Program Management
- Vibration Control

✈️ **Consulting and Management**

- Acoustics
- Air Cargo Consultants
- Air Service Development Consultants
- Airline Schedules Data
- Airlines
- Airport Insurance
- Airports
- Associations
- Consultants
- Economic Impact Consultants
- Education

- Environmental Engineers & Consultants
- Facilities Management
- Financial Consultants
- Insurance
- Land Acquisition Consultants
- Legal Services
- Management Consultants
- Marketing Services
- Master Planning
- Passenger Handling
- Passenger Services
- Passenger Transportation Consulting
- Public Relations
- Research Services
- State or Local Government Entities
- Testing and Evaluation
- Training

✈️ **Equipment**

- 400 Hz Ground Power
- Air Conditioning Systems
- Aircraft Rescue and Firefighting
- Airside/Apron Buses
- Automated People Movers
- Baggage Handling Equipment
- Cleaning Equipment & Supplies
- Energy Conservation Systems
- Equipment Identification
- Floor Covering
- FOD Detection Equipment
- Fuel Storage Tanks
- Furniture
- Ground Transportation
- Medical Equipment Services
- Passenger Boarding Bridges
- Passenger Luggage Carts
- Police/Fire Equipment
- Restroom Products and Supplies
- Signs & Displays
- Terminal Equipment
- Ticket Counters and Accessories
- Voice Announcement

✈️ **IT and Communications**

- Airport Automation Tools
- Collaborative Decision-Making Software
- Communications
- Fiber Optic Infrastructure
- Flight Information Display Systems
- Flight Tracking and Noise Monitoring Technology
- Geographic Information Systems
- Ground Communications
- Information Systems
- Software
- Systems Integration
- Telecommunications
- Wireless Application Providers

✈️ **Passenger Terminal**

- Advertising Services
- Duty Free
- Entertainment
- Financial and Travel Related Services
- Food and Beverage
- Ground Transportation
- Health & Wellness
- Lockers
- Medical Services
- News/Gifts
- Parking
- Parking Systems & Equipment
- Publications
- Rental Cars
- Specialty Retail
- Telephone and Internet Services

✈️ **Security**

- Access Controls
- Checkpoint
- Explosives Detection Systems
- Fencing
- Security/Safety

...and all other products and services used in airport operations.

These decision-makers need your solutions and expertise.



About ACI-NA The Airports Council International–North America (ACI-NA) represents local, regional, and state governing bodies that own and operate commercial airports in the United States and Canada. ACI-NA's members enplane more than 98% of the domestic and virtually all the international airline passenger and cargo traffic in North America. The mission of ACI-NA is to advocate policies and provide services that strengthen the ability of commercial airports to serve their passengers, customers, and communities. ACI-NA is the largest of the five worldwide regions of Airports Council International (ACI). Visit us as www.aci-na.org.



ACI-NA Annual Conference & Exhibition October 4–7 Long Beach, CA

“The ACI-NA Annual Conference & Exhibition is a must-attend event for our organization. Every year it provides the perfect cross-section of airport decision-makers for our asset management services in a relaxed yet professional atmosphere, ideal for cultivating new and existing relationships. Simply put, it is the best show we attend.”

**Jim Lindsay, VP Sales & Marketing
EDI (Electronic Data, Inc.)**

Previous Exhibitors

ABM/AirServ
ADB Airfield Solutions
Advanced Application Design
AECOM
Aero Systems Engineering, Inc.
Aeroterm US, Inc.
Airbiz Aviation Strategies Ltd.
AirIT
Airport Business magazine
Airport Consultants Council
Airport Improvement Magazine
Airport Lounge Development
Alamo Industrial
Alert Enterprise
ALTADONA, S.A.
AnyLogic North America
Arconas Corporation
Argus Consulting, Inc.
Arup
AssetWorks LLC
AST Corporation
AtHoc, Inc.
Bella Bagno, Inc.
BEUMER Corporation
Black Box Network Services
Bombardier Transportation
Bradford Airport Logistics
Brüel & Kjær EMS Inc.
Burns & McDonnell
Clark Construction Group, LLC
CNN Airport Network
COBUS Industries, LP
Com-Net Software
Corgan
crowdcontrolstore.com
DFW Airport Fire Training
Research Center
Eaton Crouse-Hinds Airport
Lighting
Electronic Data, Inc. (EDI)
Ennis-Flint

Enterprise Holdings
Epson America Inc.
Exelis
Fay, Spofford & Thorndike
Fentress Architects
FlightView, Inc.
Four Winds Interactive
FuelRod
G & S Airport Conveyor
GCR
Gensler
Gentrack Ltd.
Ghafari Associates LLC
Goodfellows Shoeshine
Heery International, Inc.
Hensel Phelps
Hi-Lite Global LTD
HMSHost Corporation
Hojeij Branded Foods
Holder Construction Company
Honeywell Security Products
Hudson Group
Hufcor, Inc.
IHS Jane's
Infax, Inc.
Innovative Electronic Designs
Innovative Travel Solutions
by YVR
International Display Systems
iris GmbH
ISS Facility Services
JBT Corporation
Kaba
Kroll Bond Ratings
Kusch+Co
Landrum & Brown
LAZ Parking
Lea+Elliot, Inc.
Leaman Infodesign
LEO A DALY
LG Electronics

Lockheed Martin
Morcon Construction –
Fisher Systems
MorphoTrust USA
National Air Traffic Controllers
Association
NAVCANatm
NCR Corporation
Nice Systems
OAG
One Resonance Sensors, LLC
Opticwash
Oracle America, Inc.
Parabit Systems
Parsons Brinckerhoff
PASSUR Aerospace
ProDIGIQ, Inc.
Quantum Secure
record-usa
Rich Multimedia Technologies
Ricondo & Associates, Inc.
Rita's Water Ice
Rockwell Collins - ARINC
Ross & Baruzzini
RS & H
Saab Defense and Security USA
Safegate Airport Systems
SDI (System Development
Integration, LLC)
Secure Wrap
Security Radar Integrators, Inc.
Sensity Systems

ServiceTec International, Inc.
Signature Flight Support
SITA
Skanska USA Building, Inc.
Smiths Detection
SSI, Inc.
Stratus Technologies
SuperShuttle International/VTOD
T.Y. Lin International
Telamon Corporation
Telos ID
Tensator
Tetra Tech
Thales Air Traffic Management
ThyssenKrupp Airport Systems
Transportation Research
Board - ACRP
TranSystems Corporation
Trinity Highway Rentals
Twist Aero
UbiFrance North America
Unisis
Vanderlande Industries, Inc.
Varec, Inc., a Leidos company
Woolpert, Inc.
World Duty Free Group
World Health Networks
XpresSpa Holdings, LLC
Yardi Systems
YGM Group
Zodiac Arresting Systems
Zoetfig

“Great Conference and relevant sessions!”

**Jim Lites, Executive Director
California Airports Council**

**To reserve space or receive more information, contact Brad Lewis,
Show Manager, at 301-625-5123 or blewis@showmgmt.com.**