

# YOUR GATEWAY TO THIS MULTI-BILLION DOLLAR INDUSTRY

## 2017 ACI-NA Annual Conference & Exhibition

September 17-20, 2017  
Fort Worth, TX



**ACI-NA ANNUAL  
CONFERENCE &  
EXHIBITION**  
SEPTEMBER 17 - 20, 2017

## EXHIBITOR PROSPECTUS

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

Visit us at [www.aci-na.org](http://www.aci-na.org)





## REACH THE LEADERS

all under one roof  
at one time.

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 1,800 top airport industry professionals—airport directors, CEOs, 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.

“

The ACI-NA conference is the perfect place for PASSUR to engage with senior-level customers to hear how we're improving—or can further improve—the operational and financial performance of airports and the airlines they serve.”

**Ron Dunskey**, SVP & GM, Marketing and Business Development, PASSUR Aerospace

### 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 at a discounted rate)
- ✦ 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 onsite guide
- ✦ A complimentary list of pre-registered attendees (including emails) for use in pre-show promotion
- ✦ A complimentary list of all attendees for use in follow-up after the event

#### Questions?

Contact Brad Lewis, Show Manager, at 301-625-5123 or [blewis@showmngmt.com](mailto:blewis@showmngmt.com)

**Apply now and save. Early birds receive a discount on exhibit space.**

To apply, complete and return the enclosed Application & Contract for Exhibit Space.

## EXHIBITION LOCATION

The 2017 ACI-NA Annual Conference & Exhibition is being held at the Fort Worth Convention Center in Fort Worth, TX, hosted by Dallas Fort Worth International Airport (DFW).



**FORT WORTH 2017**  
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## EXHIBIT HOURS

### Sunday, September 17

5:00 pm - 7:00 pm

### Monday, September 18

7:30 am - 10:00 am

12:00 pm - 3:00 pm

5:30 pm - 7:00 pm

### Tuesday, September 19

10:30 am - 3:00 pm

## EXHIBIT FEES

By May 3, 2017	
ACI/ACI-NA Members	\$4,425 per 10' x 10' booth
Non-Members	\$6,415 per 10' x 10' booth
After May 3, 2017	
ACI/ACI-NA Members	\$4,775 per 10' x 10' booth
Non-Members	\$6,925 per 10' x 10' booth

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

## Meet decision-makers face-to-face

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

“

Our presence at the ACI-NA Annual Conference allows us to build and maintain brand recognition within the airport industry. That industry visibility has helped us to partner with both airports and other vendors, resulting in many valuable relationships.”

**Steve Malcolmson**, Senior VP Business Development,  
ISS Facility Services



# REACH THE RIGHT PEOPLE

## ...who need your products and services.

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 AND FACILITY DEVELOPMENT

- Airport Facility Developers
- Architects and Engineers
- Construction
- Construction Management
- Design
- Land Acquisition and Relocation
- Pavement Restoration and 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 and 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 and 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 and 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 CONCESSIONS

- Advertising Services
- Duty Free
- Entertainment
- Financial and Travel Related Services
- Food and Beverage
- Ground Transportation
- Health and Wellness
- Lockers
- Medical Services
- News/Gifts
- Parking
- Parking Systems and 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.**

“

Each year, the ACI-NA Annual Conference attracts the highest-quality attendees—not just the right airports, but the right people at those airports. Our booth serves as a gathering place for current and future clients, a place where we can demo how we work with clients and the newest technology planned for these top-level decision-makers.”

**Lorena de Rodriguez**, President, SSI

## These decision-makers need your solutions and expertise.

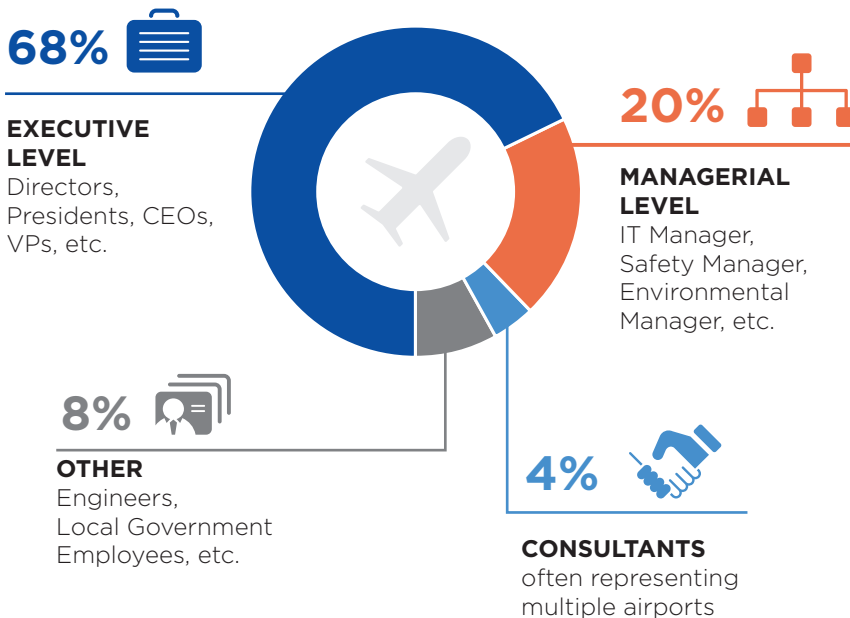
Decision-makers representing over 250 airports and airport authorities in North America (including 48 of the 50 busiest) gathered at the 2016 ACI-NA/World Annual Conference & Exhibition.

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.

### DEMOGRAPHICS



## INCREASE YOUR VISIBILITY: SPONSORSHIPS

The ACI-NA Annual Conference & Exhibition provides a range of sponsorship opportunities to help your organization gain exposure to the airport industry's top leaders.

As part of the sponsorship program, you get to demonstrate your company's value to attendees while they learn and network at the industry's leading event.

Don't miss this opportunity to increase your brand and product visibility with new and existing clients, build your corporate status as an industry leader, and continue to show your commitment to the aviation industry.

Visit [www.aci-na.org](http://www.aci-na.org) to view available sponsorship offerings, or contact Karynna Baresel, Sponsorship Manager, at [Karynna@showmgmt.com](mailto:Karynna@showmgmt.com) to secure your spot or discuss customized sponsorship opportunities.





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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 at [www.aci-na.org](http://www.aci-na.org).

## PREVIOUS EXHIBITORS

AAS Canada Inc.	D.S. Brown Company	Indigo Park	Rockwell Collins
ABM	Daktronics	Infax, Inc.	Rosenbauer
ADB Safegate	Data Base Products, Inc.	International Civil Aviation	Ross & Baruzzini, Inc.
AECOM	Decision One Corporation	Organization (ICAO)	RP Visual Solutions
Aer Rianta International	DFW Fire Training Research	ISS Facility Services	RS&H, Inc.
Aero Group	Center	Jacobs	Rydin Decal
AeroAscent	Digital World International, Inc.	JBT Corporation	Saab
AeroMACS	DoorKing, Inc.	JCAI Inc.	Safe Bag Spa
Aeroterm US, Inc.	dormakaba	JRM Consultants &	Screenflex Portable Partitions
Airbiz Aviation Strategies Ltd.	DY Consultants	Investigations Co.	Sensity Systems
AirIT, an amadeus company	EDGE4VETS	Koolhaus Interactive	ServiceTec International, Inc.
Airlines Clearing House	Electronic Data, Inc. (EDI)	Landrum & Brown, Inc.	Siemens
Airport Business magazine	Energy Control Systems	LAZ Parking	Signature Flight Support
Airport Consultants Council	ENGIE Services	Lea+Elliott, Inc.	Simpleway, Inc.
Airport Improvement Magazine	Ennis-Flint	Leidos	SITA
Airport Lounge Development	Enterprise Holdings	Leitner-Poma of America	Skanska
Airports Authority of India	Enviro-access	LG Electronics	Skyroam Inc.
Alert Enterprise Inc.	Epson America Inc.	Lyft, Inc.	Smiths Detection
American Association of	Euronet USA	Materna Information &	SSi, Inc.
Airport Executives (AAAE)	Evans Airport Solutions	Communications Corp	Subway®
Ameristar Perimeter Security	Everbridge	McFarland-Johnson, Inc.	Swyft
Arconas	Evolis Inc.	MobileQubes, LLC	T.Y. Lin International
Argus Consulting	Fentress Architects	Monument Tracker	Telos ID
Arup	Fish Construction, Inc.	National Air Traffic Controllers	Telrad Networks
AtHoc, Division of BlackBerry	FlightView, Inc.	Association (NATCA)	Tetra Tech
Axis Communications	Four Winds Interactive	National Terrazzo & Mosaic	Thales Air Traffic Management
Birdi & Associates, Inc.	FuelRod	Association	ThyssenKrupp
Black Box Network Services	G&S Airport Conveyor	NAV Canada	Transoft Solutions
BluVision	GCR, Inc.	Nextbus	Transportation Research
Box Brands, The	Genetec Inc.	Nexus Systems	Board - ACRP
Bradford Airport Logistics	Gensler	OAG Aviation Worldwide	Transportation Security
Brock Solutions, Inc	Gentrack	Opticwash	Administration
Brüel & Kjær EMS	Ghafari Associates	Oracle	TranSystems Corporation
Burke Gibson LLC	Glidepath	Pantel International	Twist Aero
Burns & McDonnell	Global ACI-ICAO AMPAP	Parabit Systems, Inc.	Unisys
Canon U.S.A., Inc.	Global Exchange Group	Park Assist	Varec, Inc.
Cavotec Inet US, Inc.	Harris	Parsons	Veneklasen
CNN Airport Network	Healthy Foods/Yonanas	PASSUR Aerospace Inc.	Verde GSE
COBUS Industries, LP	Hensel Phelps	ProDIGIQ, Inc.	visitorM LTD
Com-Net Software	HMSHost	QOGNIFY	WerkMaster
Concessionaire Analyzer+	Hojiej Branded Foods	Quantum Secure	Woolpert Inc.
Corgan	HOK	RDG Concessions, Inc.	WSP/Parsons Brinckerhoff
Covenant Aviation Security	Honeywell Security Products	record automatic door systems	Z-Medica
CrowdVision Ltd.	Hudson Group	RezPort, Inc.	Zodiac Arresting Systems
CTS Cement Manufacturing	Hufcor, Inc.	Rich Multimedia Technologies	America
Corporation	Impact Plastics	Ricondo & Associates	Zoetig

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