

# YOUR GATEWAY TO THIS MULTI-BILLION DOLLAR INDUSTRY

## 2019 ACI-NA Annual Conference & Exhibition

September 15-17, 2019

Tampa, FL



ACI-NA ANNUAL  
CONFERENCE &  
**EXHIBITION**  
SEPTEMBER 15 — 17, 2019

## EXHIBITOR PROSPECTUS

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

Visit us at [www.airportscouncil.org](http://www.airportscouncil.org)



## EXHIBITION LOCATION

The 2019 ACI-NA Annual Conference & Exhibition is being held at the Tampa Convention Center in Tampa, FL, located 9 miles from our host, Tampa International Airport (TPA).

### ACI-NA Annual Conference & Exhibition

September 15-17, 2019  
Tampa Convention Center  
Tampa, FL

## EXHIBIT HOURS

### Sunday, September 15

5:00 pm - 7:00 pm

### Monday, September 16

7:30 am - 10:00 am  
12:00 pm - 3:00 pm  
5:30 pm - 7:00 pm

### Tuesday, September 17

10:30 am - 3:00 pm

## EXHIBIT FEES

By May 3, 2019	
ACI-NA/ACI Members	\$4,425 per 10' x 10' booth
Non-Members	\$6,415 per 10' x 10' booth
After May 3, 2019	
ACI-NA/ACI 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-NA/ACI Members who purchase four or more 10' x 10' booths



## TAMPA 2019

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA  
ANNUAL CONFERENCE AND EXHIBITION  
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## 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

“

The ACI-NA exhibition is the best place for us to build lasting relationships with leaders in the airport industry. The people coming to our booth are seasoned and understand the industry - high quality and engaged.”

**James Zackey**, Marketing Manager  
Airport Lounge Development



# 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 & 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 CONCESSIONS

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

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



## REACH THE LEADERS

...all under one roof  
at one time.

**The airport industry's most influential 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 2,000 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 a few select educational events are in the exhibition hall**, so you're guaranteed multiple networking opportunities each and every day.

“

90% of who we need to talk to can be found at the ACI-NA Annual Conference. Getting face-to-face time with our prospective and current clients throughout the year is difficult and expensive, but participating in the conference helps us consolidate costs and time by meeting with them under one roof. We always find room in the budget for ACI-NA.”

**Jeff Pelletier**, Managing Director  
Airline Data Inc, formerly Data Base Products, Inc.

### 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 company description in the conference issue of Centerlines, ACI-NA's magazine
- ✕ Three complimentary product category listings in the online directory and onsite guide
- ✕ Access to exhibitor-only meeting rooms in the exhibit hall
- ✕ Eligibility to apply for exhibitor-led Solutions Showcase presentations
- ✕ A complimentary list of pre-registered attendees (including emails) for use in pre-show promotion; and
- ✕ A complimentary list of all attendees for use in follow-up after the event

### QUESTIONS?

Contact Brad Lewis, Director  
of Exhibit Sales & Operations,  
at 301-625-5123 or  
[blewis@showmgmt.com](mailto:blewis@showmgmt.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.

“

The ACI-NA event is our most important event focused on the airport industry every year. They bring in the influencers and decision-makers that we want to talk to about innovation and ways to improve their airports.”

**Jeana Schneck**

Key Account Manager, LG Electronics

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

Decision-makers representing **over 250 airports and airport authorities** in North America (including 47 of the 50 busiest) gathered at the 2018 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.**

### DEMOGRAPHICS

**72%** 

#### EXECUTIVE LEVEL

Directors,  
Presidents, CEOs,  
VPs, etc.



**18%** 

#### MANAGERIAL LEVEL

IT Manager,  
Safety Manager,  
Environmental  
Manager, etc.

**4%** 

#### OTHER

Engineers,  
Local Government  
Employees, etc.

**6%** 

#### CONSULTANTS

Often representing  
multiple airports

## 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.airportscouncil.org](http://www.airportscouncil.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 as [www.airportscouncil.org](http://www.airportscouncil.org).

### PREVIOUS EXHIBITORS

Absolute Combustion International Inc.  
ADB Safegate  
Advanced Application Design  
AECOM  
AED Professionals, a General Medical Devices Inc. Company  
Aer Rianta International  
Aero Data Services, Inc.  
Aero Group  
AeroMACS - WiMAX Forum  
AeroParker  
Aeroterm  
AERTEC Solutions, S.L.  
Agati Furniture  
Airbiz  
Airline Data Inc  
Airport Business magazine  
Airport Lounge Development  
Airport Research Center GmbH  
Airport Seating Alliance  
Alertus Technologies  
Allied Powers LLC  
Amadeus  
Ameresco, Inc.  
Ameribridge LLC  
Ameristar Perimeter Security  
Arconas Corporation  
Arecont Vision  
Argus Consulting  
Arizona Central Insurance (ACI)  
Art of Context  
Arup  
Assaia International, Inc.  
Associated Asphalt  
Astrophysics Inc.  
Austin Commercial  
Avflight Corporation  
Aviation Safety Technologies  
AVPM  
Axis Communications  
Black Box Corporation  
BOCA Group  
Boston Barricade Company  
BrandSafway  
Brüel & Kjær EMS  
Burke Gibson LLC  
Burns & McDonnell  
CHETU INC.  
Christie Digital  
CIMC-Tianda USA, Inc.  
CKR Restaurant Holdings  
CNN Airport Network  
COBUS Industries, LP  
Coffman Associates, Inc.  
Com-Net Software

Concretum - The Fastest Concrete  
Corgan  
Covenant Aviation Security, LLC  
CrowdVision Ltd.  
Custom America, Inc.  
D|13 Group  
Daifuku North America  
Daktronics, Inc.  
Dallmeier Electronic, USA, Inc.  
Dell Boomi  
DFW Airport Fire Training Research Center  
dormakaba  
DY Consultants  
EDI (Electronic Data, Inc.)  
eezeetags  
Energy Management Collaborative (EMC)  
Enliven, LLC  
Ennis-Flint, Inc.  
Enterprise Holdings  
Euronet Worldwide  
Evans Airport Solutions  
Everbridge  
Evolis Inc.  
Eyelock  
Fentress Architects  
Flagship Facility Services, Inc.  
FlightAware  
Flyte Systems  
Forrester Research Inc.  
Four Winds Interactive  
Frogparking Ltd  
FuelRod  
Gameway, Inc.  
GCR, Inc.  
Gemalto  
Genetec Inc.  
Gensler  
Gentrack  
Groupe ADP  
HappyOrNot Americas Inc.  
Harris Corporation  
Hensel Phelps  
Hi-Lite Airfield Services, LLC  
HMSHost  
Horizon Retail Construction  
Hudson Group  
ICC Distribution Group  
IDeaS - A SAS Company  
IER  
iinside  
Ikusi, S.L.  
Indect USA Corporation  
Infax, Inc.

International Association of Baggage System Companies  
International Display Systems  
ISS Facility Services  
J & J Flooring Group  
Jacobs  
JBT Corporation  
JCAI Inc.  
Landrum & Brown, Inc.  
LAZ Parking  
Lea+Elliott, Inc.  
Leonardo SpA  
Leyard and Planar  
LG Electronics  
Louis Berger  
Lyft, Inc.  
Marshall's Landscape Products  
MaskIT LLC  
Materna Information & Communications Corp  
McCain Walls  
McFarland-Johnson, Inc.  
MOOG  
Morcon Construction Co. Inc.  
Mott MacDonald  
Musco Lighting  
Nachurs Alpine Solutions  
NanoLumens  
National Air Traffic Controllers Association  
National Terrazzo & Mosaic Association  
NEC Corporation of America  
NEC Display Solutions  
NOKIA  
North Wind  
OAG Aviation Worldwide Limited  
Optiqo  
Oracle  
Oshkosh Airport Products  
Paige Datacom Solutions  
Parabit Systems, Inc.  
Park Assist  
Parsons Corporation  
PASSUR Aerospace  
PixelFLEX  
PM Technologies Inc.  
PMWeb  
PRIDE Industries  
ProDIGIQ, Inc.  
qubeworX, LLC  
RezPort, Inc.  
Ricondo & Associates, Inc.  
Ride Systems  
Rockwell Collins - ARINC  
Rosenbauer

Ross & Baruzzini, Inc.  
RS&H, Inc.  
Rydin Decal  
SAAB Sensis Corporation  
Safe Software Inc.  
Secure Wrap  
ServiceTec International, Inc.  
Siemens  
Signature Flight Support  
Simpleway, Inc.  
SITA  
Skanska USA Building  
Smiths Detection  
SSI, Inc. (Safety and Security Instruction)  
STRATACACHE, Inc.  
Sumitomo Drive Technologies  
Sumitomo Electric Lightwave  
Synect  
T.Y. Lin International  
Tellabs  
Tensator Group  
Tetra Tech  
Thales Air Traffic  
The Walsh Group  
thyssenKrupp Airport Systems  
Transoft Solutions  
Transportation Research Board - ACRP  
Transportation Security Administration (TSA/DHS)  
TransSolutions LLC  
TranSystems Corporation  
Twist Aero  
Unison Consulting, Inc.  
Veneklasen  
VEOCI  
Vertical GeoSolutions  
VidTronix LLC  
View, Inc.  
Vino Volo  
Vision-Box USA  
Visiontron Corporation  
Vitru, Inc.  
WerkMaster  
Winnipeg Airports Authority  
Winsted  
Wipro  
Woods Bagot  
Woolpert Inc.  
WSP USA  
Wyzerr, Inc.  
XOVIS  
Xsight Systems  
Yardi Systems  
Zoeftig

**To reserve space or receive more information,**  
contact Brad Lewis, Director of Exhibit Sales & Operations, at 301-625-5123 or  
[blewis@showmngmt.com](mailto:blewis@showmngmt.com).