REACH THE LEADERS
...all under one roof at one time.

The airport industry’s premier annual event, the ACI-NA Annual Conference & Exhibition is your 365-day platform to reach 98% of the commercial aviation market. You get the opportunity to reach a market that represents more than 98% of the passenger and cargo traffic flowing throughout North American airspace.

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 have our exclusive exhibit hall, at the ACI-NA Annual Conference & Exhibition, the hours devoted to the exhibition never conflict with suite conference activities. You get ample time to spend with attendees—plus their potential customers. ACI-NA is at the top of our list for positive feedback. Visit us at www.airportscouncil.org

By exhibiting at the ACI-NA Annual Conference, we’re able to give back to the industry by supporting ACI-NA and their airport members. Our booth serves as an easy place for our clients to find us every year and allows us to stay in front of potential customers. ACI-NA is at the top of our list of conferences each and every year.

Bill Hogan, Vice President, Exhibition Sales & Marketing

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

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

PREVIOUS EXHIBITORS

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 embrace more than 850 of the domestic and virtually all the international airports 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 is the largest of the five worldwide airports of Airport Council International (ACI). Visit us at www.airportscouncil.org

EXHIBITORS RECEIVE ADDITIONAL BENEFITS, INCLUDING:

¢ A listing in the interactive exhibit Rosemap on the ACI-NA Website, each listing includes your company; a photo; up-to-the-minute contact information for your booth staff.

¢ Two free full conference registrations for each 10’ x 10’ booth purchase.

¢ A company description in the Conference Program, on the Internet, and in airport industry publications and social media accounts (additional registrations are for purchase available).

¢ A company description in the participant handout at the ACI-NA Annual Conference & Exhibition, which includes your company’s logo.

¢ Three complimentary exhibit purchase with the ACI-NA Annual Conference & Exhibition, which will provide you access to pre-show promotion and post-conference follow-up.

¢ A complimentary list of all booth visitors for use in follow-up.

¢ An opportunity to reach a market so vast it represents more than 98% of the domestic and virtually all of the international airports and cargo traffic in North America.

¢ Access to the five worldwide airports of Airport Council International (ACI). Visit us at www.airportscouncil.org

EXHIBITOR PROSPECTUS

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

To reserve space or receive more information, contact Brad Lewis, Director of Exhibit Sales & Operations, at 301-425-5133 or blewis@showmgmt.com.
To apply, complete and return the enclosed Application & Contract for Exhibit Space.

Receptions, meals, and a few select educational events are in the exhibition hall, undivided attention.

You'll love our exclusive exhibit hours.

directors, CEOs, presidents, vice presidents, senior managers, commissioners, & Exhibition, puts you in front of a uniquely qualified audience. You get the

The airport industry's premier annual event

You'll have our exclusive exhibit hours. To reserve space or receive more information, at 301-625-5123 or blewis@showmgmt.com.

By exhibiting at the ACI-NA Annual Conference, we’re gaining ground for the industry by supporting ACI-NA and their airport members. Our booth serves as an easy place for our clients to find us every year and allows us to stay in front of potential customers. ACI-NA is at the top of our list of conferences each and every year.

Bill Hogan, Vice President

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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 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
- Airlift Lighting
- Fixed Base Operator
- Ground Handling
- Noise Control
- Pavement Markings
- Snow and Ice Control

BUILDING/FACILITY MAINTENANCE
- Elevators/ Escalators
- Green and Energy Efficient Solutions
- HVAC
- Janitorial Services
- Landscaping
- Lighting
- People Movers
- Roofing

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

CONSULTING AND MANAGEMENT
- Acoustics
- Air Cargo Consultants
- Air Traffic Control Consultants
- Analyze Schedules Data
- Airlift
- Airport Insurance
- Airports
- Consultants
- Economic Impact Consultants
- Environmental Engineers & Scientists
- Facility Management Financial Consultants
- Insurance
- Land Acquisition Consultants
- Legal Services
- Management Consultants
- Marketing Services
- Master Planning
- Passenger Airlines
- Passenger Services
- Passenger Terminal Consulting
- Public Relations
- Research/Services
- State or Local Government Entities
- Testing, and Evaluation Training

IT AND COMMUNICATIONS
- 400 Hz Ground Power
- Air Conditioning Systems
- Aircraft Rescue and Fighting
- Airports/Airline Bases
- Automated Parking
- Baggage Handling Equipment
- Catering Equipment & Supplies
- Energy Conservation Systems
- Equipment Identification
- Floor Covers
- FOD Detection Equipment
- Fuel Storage Tanks
- Furniture
- Ground Transportation
- Medical Equipment Services
- Passenger Boarding Bridges
- Passenger Luggage Cars
- Rain Protection
- Redwood Products and Supplies
- Signs & Signals
- Terminal Equipment
- Total Cost of Ownership
- Voice Announcement

MEET DECISION-MAKERS FACE-TO-FACE
- Airport and Airport Authority Directors, Presidents, CEOs, CFOs, VPs, etc.
- VPs of Environmental Affairs, Concessions, Development, Facilities & Maintenance, and more
- Safety Advisors
- Security Managers
- Ground Operations Managers
- Aviation Planners
- IT Professionals
- Consultants

AIR SIDE SERVICES
- Air Traffic Control
- Aircraft Arresting Systems
- Airlift Lighting
- Fixed Base Operator
- Ground Handling
- Noise Control
- Pavement Markings
- Snow and Ice Control

BUILDING/FACILITY MAINTENANCE
- Elevators/ Escalators
- Green and Energy Efficient Solutions
- HVAC
- Janitorial Services
- Landscaping
- Lighting
- People Movers
- Roofing

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

CONSULTING AND MANAGEMENT
- Acoustics
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- Air Traffic Control Consultants
- Analyze Schedules Data
- Airlift
- Airport Insurance
- Airports
- Consultants
- Economic Impact Consultants
- Environmental Engineers & Scientists
- Facility Management Financial Consultants
- Insurance
- Land Acquisition Consultants
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- Energy Conservation Systems
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- Medical Equipment Services
- Passenger Boarding Bridges
- Passenger Luggage Cars
- Rain Protection
- Redwood Products and Supplies
- Signs & Signals
- Terminal Equipment
- Total Cost of Ownership
- Voice Announcement

These decision-makers need your solutions and expertise.

Decision-makers representing over 200 airports and airport authorities in North America (nearly half of the 50 states) gathered at the 2019 ACI-NA Annual Conference & Exhibition.

How much would it cost you to meet face-to-face with that many qualified, experienced airport and airport authority executives in one exhibition setting?

Gain entry to these buyers’ short lists. Meet airport directors, CEOs, and presidents who need your products and services.

DEMOGRAPHICS

70%
EXECUTIVE LEVEL
- Presidents, CEOs, VPs, etc.

21%
MANAGERIAL LEVEL
- IT Manager, Security Manager, Environmental Manager, etc.

3%
OTHER LEVEL
- Local Government Employees, etc.

These figures represent the airport industry’s top leaders.

The ACI-NA Annual Conference & Exhibition offers a range of sponsorship opportunities to help your organization gain exposure in 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 airport 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 to view available sponsorship offerings, or contact Karynna Barras, sponsorship manager at Karynna@showmgmt.com to reserve your spot or discuss customized sponsorship opportunities.
EXHIBITION LOCATION
The 2020 ACI-NA Annual Conference & Exhibition is being held at the DeVos Place Convention Center in Grand Rapids, MI, located 12 miles from our host, Gerald R. Ford Airport (GRB).

ACI-NA Annual Conference & Exhibition
September 12, 2020
DeVos Place Convention Center
Grand Rapids, MI

EXHIBIT HOURS
Sunday, September 13
1:00 pm - 7:15 pm

Monday, September 14
7:30 am - 12:00 pm
12:00 pm - 5:00 pm
5:00 pm - 6:30 pm

Tuesday, September 15
10:30 am - 5:00 pm

EXHIBIT FEES
By May 3, 2020
Non-Members
$6,415 per 10’ x 10’ booth
$6,925 per 10’ x 10’ booth

After May 3, 2020
Non-Members
$4,775 per 10’ x 10’ booth
$4,425 per 10’ x 10’ booth

A deduction of $665 per booth is available for ACI-NA/ACI Members who purchase four or more 10’ x 10’ booths.

Meet decision-makers face-to-face
- Airport and Airport Authority Directors, Presidents, CEOs, CROs, VPs, etc.
- VPs of Environmental Affairs, Concessions, Development, Facilities & Maintenance, and more
- Safety Advisors
- Security Managers
- Ground Operations Managers
- Aviation Planners
- IT Professionals
- Consultants

AIRSIDE SERVICES
Air Traffic Control
Airport Arresting Systems
Airfield Lighting
Fixed Base Operator
Ground Handling
Hangars
Noise Control
Pavement Markings
Snow and Ice Control

BUILDING/FACILITY MAINTENANCE
Building/Construction
Green and Energy Efficient Solutions
HVAC
Janitorial Services
Landscaping
Lighting
Parking
Peel Pavers
Rooftop

CONSULTING AND MANAGEMENT
Acoustics
Air Cargo Consultants
Airline Management Consultants
Airline Scheduling Data
Airports
Airline Insurance
Aviation
Consultants

ECONOMIC IMPACT CONSULTANTS
Economic Impact Consultants
Engineering & Financial Consultants
Facilities Management Consultants
Insurance
Land Acquisition Consultants
Legal Services
Management Consultants
Marketing Services
Master Planning

PASSENGER TERMINAL CONCESSIONS
Advertising Services
Airmail
Entertainment
Entertainment
Event Planners
FOD Detection Equipment
Floor Covering
FOD Detection Equipment
Fuel Storage Tanks
Furniture
Ground Transportation
Medical Equipment Services
Vacation

MAINTENANCE
Energy Efficiency
Elevator/Escalator
Ground Transportation
Health & Wellness
Janitorial Services
Newspaper/Advertising
Parking
Parking Systems & Equipment
Publications
Rental Cars
Specialty Retail
Telephones and Internet Services

PASSENGER TERMINAL CONCESSIONS
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Specialty Retail
Telephones and Internet 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:

- Airport: Air Traffic Control and Ground Operations
- Consultants: Airfield Planning and Airport Development
- Contractors: Construction and Engineering Services

MEET DECISION-MAKERS
Meet decision-makers face-to-face
- Airport and Airport Authority Directors, Presidents, CEOs, CROs, VPs, etc.
- VPs of Environmental Affairs, Concessions, Development, Facilities & Maintenance, and more
- Safety Advisors
- Security Managers
- Ground Operations Managers
- Aviation Planners
- IT Professionals
- Consultants

AIRSIDE SERVICES
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Airport Arresting Systems
Airfield Lighting
Fixed Base Operator
Ground Handling
Hangars
Noise Control
Pavement Markings
Snow and Ice Control

BUILDING/FACILITY MAINTENANCE
Building/Construction
Green and Energy Efficient Solutions
HVAC
Janitorial Services
Landscaping
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Airline Management Consultants
Airline Scheduling Data
Airports
Airline Insurance
Aviation
Consultants

ECONOMIC IMPACT CONSULTANTS
Economic Impact Consultants
Engineering & Financial Consultants
Facilities Management Consultants
Insurance
Land Acquisition Consultants
Legal Services
Management Consultants
Marketing Services
Master Planning

PASSENGER TERMINAL CONCESSIONS
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Parking Systems & Equipment
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Rental Cars
Specialty Retail
Telephones and Internet Services

These decision-makers need your solutions and expertise.

Decision-makers representing over 200 airports and airport authorities in North America (a landscape of the 50 states) gathered at the 2019 ACI-NA Annual Conference & Exhibition.

How much would it cost you to meet face-to-face with that many qualified, experienced, industry executives in a single 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

70% EXECUTIVE LEVEL
- Presidents, CEOs, VPs, etc.

MANAGERIAL LEVEL
- IT Manager, Risk Manager, Environmental Manager, etc.

3% Other
- Local Government Employees, etc.

21% OTHER LEVEL
- Consultants
- Representing multiple airports

INCREASE YOUR VISIBILITY:
The ACI-NA Annual Conference & Exhibition provides a range of sponsorship opportunities to help your organization gain exposure in 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 existing and new clients, build your corporate status as an industry leader, and continue to show your commitment to the aviation industry.

Visit www.airportscouncil.org to view available sponsorship offerings, or contact Karynna Baresel, Sponsorship Manager, at Karynna@airportscouncil.org to secure your spot or discuss customized sponsorship opportunities.

Every facet of the ACI-NA Annual Conference is so rich and full of innovation. The workshops, networking events, and exhibits all present great opportunities to meet and catch-up with colleagues, and to stay informed about changes and news in the industry. I’m really looking forward to another great event this year in Grand Rapids. With its restaurants, bars, and beautiful downtown area, I can’t say enough about what a great city Grand Rapids is!

Chelsea Cameran, CEO
Philadelphia International Airport
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 as a vital resource for finding the newest products, services, and technologies they need. They are searching for:

AIRSIDE SERVICES
Aviation Consulting
Tactical Planning
Field Industrial Services
Airfield Consulting
Environmental Consulting
Fencing/Security

CONSTRUCTION & FACILITY DEVELOPMENT
Airport Facility Developers
Architects & Engineers
Construction
Construction Management
Land Acquisition and Relocation
Pavement Restoration & Rehabilitation
Program Management
Vibration Control

CONSULTING AND MANAGEMENT
Actuaries
Air Cargo Consultants
Air Traffic Consultants
Airline Schedule Data Analysts
Aviation
Airport Insurance
Aviation

ECONOMIC IMPACT CONSULTANTS
Education
Automation Engineers & Consultants
Facilities Management
Financial Consultants
Insurance
Land Acquisition Consultants
Legal Services
Management Consultants
Marketing Services

IT & COMMUNICATIONS
Airport Automation Technology
Collaborative Decision-Making Software
Communications
Data/Analytics Infrastructure
Flight Information Display Systems
Flight Tracking and Noise Monitoring Technology
Geographic Information Systems
Ground Communications
Information Systems

MANAGEMENT CONSULTANTS
Business Process Optimization
Systems Integration
Business Process Reengineering
Wireless Application Providers

PASSENGER TERMINAL CONCESSIONS
Advertising Services
Data/Analytics
Entertainment
Travel Related Services
Food and Beverage
Duty Free
In-flight Amenities

PASSENGER SERVICES
Passenger Boarding Bridges
Passenger Luggage Cars
Baggage Handling Equipment
Automated People Movers
Airside/Apron Buses
Aircraft Rescue and Firefighting
Air Conditioning Systems
400 Hz Ground Power

SECURITY
Access Controls
Checkpoints
Explosives Detection Systems
Flight Information Display Systems
Flight Tracking and Noise Monitoring Technology
Geographic Information Systems
Ground Communications
Information Systems

TELECOMMUNICATIONS
MRFs
UPS
VoIP

VIBRANT AND BIZ-MAZING

ABOUT OUR EXHIBITORS

ALL ACCESS PARTNER
ACI-NA/ACI

EXHIBIT FEE
By May 3, 2020
Rapids, MI, located 13 miles from downtown Grand

EXHIBIT LOCATION
The 2020 ACI-NA Annual Conference & Exhibition is being held at the DeVos Place Convention Center in Grand Rapids, MI, located 12 miles from our host, Gerald R. Ford Airport (GRB).

For full details, contact Baresel, Sponsorship Manager at Baresel@airportscouncil.org or call 312.782.0711.

In 2020, ACI-NA Annual Conference & Exhibition offers a range of sponsorship opportunities to help your organization gain exposure to the airport industry’s top leaders. 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.airportcouncil.org to view available sponsorship offerings, or contact Kayryna Barasek, Sponsorship Manager at Kayryna@airportscouncil.org to secure your spot or discuss customized sponsorship opportunities.

MEET DECISION-MAKERS FACE-TO-FACE

Airport and Airport Authority Directors, Presidents, CEOs, CFOs, EVPs, and others from across the industry. How much would it cost you to meet face-to-face with that many qualified, engaged airport executives in a non-exhibition setting?

Next 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.

How would you use your exhibit space at the 2020 ACI-NA Annual Conference & Exhibition?

70%
EXECUTIVE LEVEL
Presidents, CEOs, VPs, etc.

21%
MANAGERIAL LEVEL
Manager, Director, Manager, Environmental Manager, etc.

6%
OTHER LEVEL
IT Manager, National Government, Consultant, Environmental Manager, etc.

3%
CONSULTANTS
Other representatives multiple airports

86%
ACI-NA Members represent 98% of airports in North America.

DEMOGRAPHICS
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