

# YOUR GATEWAY TO THIS **MULTI-BILLION DOLLAR INDUSTRY**

## **2020 ACI-NA Annual Conference & Exhibition**

September 12-15, 2020 | Grand Rapids, MI



## **EXHIBITOR PROSPECTUS**

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



## **GRAND RAPIDS 2020**

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA  
ANNUAL CONFERENCE AND EXHIBITION  
SEPTEMBER 12 — 15, 2020



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

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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  
Landrum & Brown

### 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
- ✗ 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.



## EXHIBITION LOCATION

The 2020 ACI-NA Annual Conference & Exhibition is being held at the DeVos Place Convention Center in Grand Rapids, MI, located 13 miles from our host, Gerald R. Ford Airport (GRR).

## ACI-NA Annual Conference & Exhibition

September 12-15, 2020  
DeVos Place Convention Center  
Grand Rapids, MI

## EXHIBIT HOURS

### Sunday, September 13

5:15 pm - 7:15 pm

### Monday, September 14

7:30 am - 10:00 am  
12:00 pm - 3:00 pm  
5:00 pm - 6:30 pm

### Tuesday, September 15

10:30 am - 3:00 pm

## EXHIBIT FEES

By May 3, 2020	
ACI-NA/ACI Members	\$4,425 per 10' x 10' booth
Non-Members	\$6,415 per 10' x 10' booth
After May 3, 2020	
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



## 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



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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 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  
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  
Security/Safety

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

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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!

**Chellie Cameron, CEO**  
Philadelphia International Airport

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

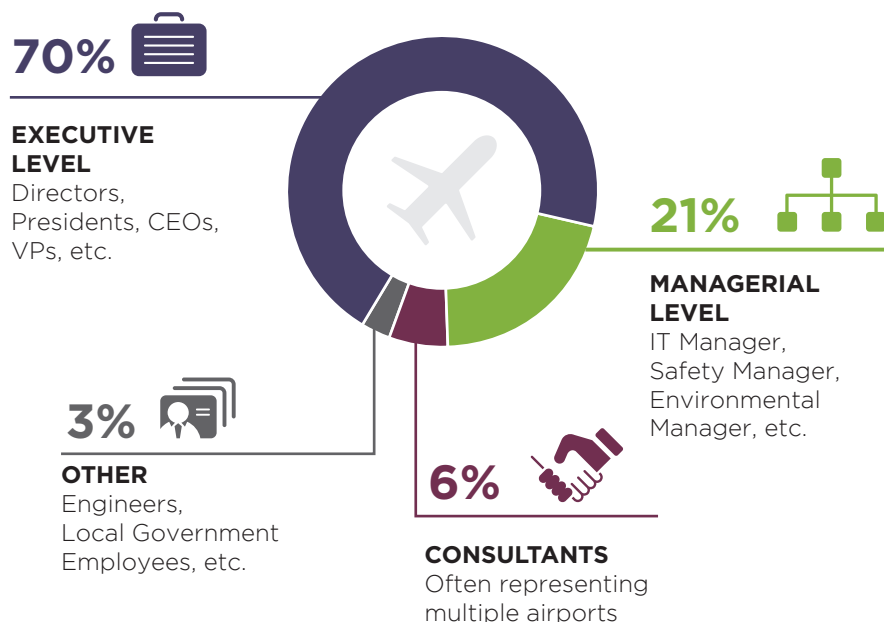
Decision-makers representing **over 200 airports and airport authorities** in North America (including 46 of the 50 busiest) gathered at the 2019 ACI-NA Annual Conference & Exhibition.

**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



## INCREASE YOUR **VISIBILITY:**

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

### PREVIOUS EXHIBITORS

ABM Aviation, Inc.  
Absolute Combustion  
International Inc.  
ADB Safegate  
Advanced Application Design  
AECOM  
Aero Data Services, Inc.  
AERO Group  
AeroParker  
Aeroterm  
AERTEC Solutions, S.L.  
Airbiz  
Airline Data Inc  
Airport Business magazine  
Airport Experience News  
Airport Lounge Development  
Airport Research Center GmbH  
Airport Seating Alliance  
Aislelabs  
Alertus Technologies  
Amadeus  
Ameresco, Inc.  
Ameribridge LLC  
Ameristar Perimeter Security  
Arconas Corporation  
Argus Consulting  
Arizona Central Insurance (ACI)  
Art of Context  
ARUP  
Assaia International, Inc.  
ATS Worldwide LLC  
Avatar Partners, Inc.  
AVCON WW, Inc.  
Avflight Corporation  
Avis America LLC  
BillingPlatform  
Black Box Corporation  
BOCA Group  
BodyCharger Systems  
Bradford Airport Logistics  
BrandSafway  
Buffalo Turbine  
Burke Gibson LLC  
Burns & McDonnell  
CHETU INC.  
Christie Digital  
CIMC-Tianda USA, Inc.  
Clark Construction Group, LLC  
CNN Airport Network  
COBUS Industries, LP  
Coffman Associates, Inc.  
Collins Aerospace  
Com-Net Software (SITA)  
Concretum  
Corgan Associates Architects  
CrowdVision Ltd.  
Custom America, Inc.

D13 Group  
Daktronics, Inc.  
Dallmeier Electronic, USA, Inc.  
Dell Boomi  
DFW Airport Fire Training  
Research Center  
dormakaba  
DY Consultants  
Eclipse Group USA LLC  
Ezeetags  
Electronic Data, Inc. (EDI)  
Embross Group  
EMS Bruel & Kjaer  
Energy Management  
Collaborative (EMC)  
Enliven, LLC  
Enterprise Holdings  
Euronet Worldwide  
Eventscape A&D  
Everbridge  
Ex-Cell Kaiser, LLC  
Eyelock  
Fentress Architects  
Flagship Airport Services, Inc.  
FlightAware  
Flyte Systems  
Forbo Flooring Systems  
Forrester Research Inc.  
Four Winds Interactive  
FuelRod  
G&S Airport Conveyor  
Gameway, Inc.  
GCR, Inc.  
Genetec Inc.  
Gensler  
Geroline, Inc.  
Glidepath Limited  
Groupe ADP  
HappyOrNot Americas Inc.  
HID Global Corporation  
Hi-Lite Airfield Services, LLC  
Hill International, Inc.  
HMSHost  
Honeywell International, Inc.  
Horton Automatics, Inc.  
Hudson Group  
ICC Distribution Group  
IDeaS - A SAS Company  
IDEMIA  
iinside  
Ikusi, S.L.  
Infax, Inc.  
International Display Systems  
ITW GSE  
J & J Flooring Group  
Jacobs Engineering Group, Inc.  
JBT AeroTech

JCAI Inc.  
KNS, LLC  
Kusch+Co GmbH  
L3Harris  
Landrum & Brown, Inc.  
LAVI Industries  
LAZ Parking  
Lea+Elliott, Inc.  
Leitner-Poma of America, Inc.  
Leyard and Planar  
LG Electronics  
Louis Berger  
Lyft, Inc.  
Marshalls Landscape Products  
MaskIT LLC  
Materna Information &  
Communications Corp  
McCain Walls  
McCarthy Building Companies  
McFarland-Johnson, Inc.  
Mott MacDonald  
myCOI  
Nachurs Alpine Solutions  
NanoLumens  
NEC Corporation of America  
NEC Display Solutions  
Netserv Applications, Inc.  
Nokia Corporation  
North Wind  
OAG Aviation Worldwide  
Limited  
Optiqo  
Oracle  
Oshkosh Airport Products  
Paige Datacom Solutions  
Parabit Systems, Inc.  
Park Assist  
Parsons Corporation  
Passenger Terminal World  
PASSUR Aerospace  
Peerless-AV  
Pivot3, Inc.  
PixelFLEX  
Plante & Moran, PLLC  
PM Technologies Inc.  
PMG Airport Plazas  
PRIDE Industries  
ProDIGIQ, Inc.  
Quantum Spatial, Inc.  
qubeworX, LLC  
record-usa  
Ricondo & Associates, Inc.  
Ride Systems  
RoBird  
Rohde & Schwarz, Inc.  
Ross & Baruzzini, Inc.  
RS&H, Inc.  
RWDI

SageGlass  
Samsung Electronics  
Secure Wrap  
ServiceTec International, Inc.  
Siemens  
Signature Flight Support  
Simpleway, Inc.  
SITA  
Skanska USA Building  
Smiths Detection Group, Ltd.  
SNA Displays  
Space Genius  
SSi, Inc.  
STRATACACHE, Inc.  
Sumitomo Drive Technologies  
Sumitomo Electric Lightwave  
Swinerton Inc.  
Synect, LLC  
T.Y. Lin International  
Tate, Inc.  
Tellabs Enterprise, Inc.  
Thales USA, Inc.  
The Walsh Group  
The Whiting-Turner  
Contracting Company  
thyssenkrupp Airport Systems  
Tooshlights  
Transoft Solutions  
Transportation Research Board  
- ACRP  
Transportation Security  
Administration (TSA/DHS)  
TranSystems Corporation  
Twist Aero  
UltraViolet Devices, Inc.  
Veneklasen Associates  
Venesta Washrooms  
VEOCI  
Veovo  
Vertical GeoSolutions  
VidTronix LLC  
View, Inc.  
Vino Volo  
Vision-Box USA  
Vittra, Inc.  
Washie Toilet Seat  
Winnipeg Airports Authority  
Winsted  
Wipro Technologies  
Woods Bagot  
WSP USA  
Wyzerr, Inc.  
XOVIS AG  
Yardi Systems, Inc.  
Zan Compute, Inc.  
Zensors Inc  
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).

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