Convention dates: June 22-25



CONVENTION INFORMATION

CONVENTION DATES: June 22-25, 2021

TRADE SHOW DATES: June 23-24, 2021

LOCATION: Hilton Anatole/Dallas, Texas

FOR INFORMATION: aea.net/convention

816-347-8400

WE CAN'T WAIT TO SEE YOU!

Attend the 64th annual AEA International Convention & Trade Show and gather in person, once again, with the industry's technology experts.

FULL REGISTRATION



Register at aea.net/convention by **April 30**, **2021**, and save **\$180** off the on-site fee!



*Member rate: **\$675**

* Through April 30; May 1 to June 2: \$755; On-site rate: \$855

The full registration package includes:

- ✓ All seminars and training sessions
- ✓ Exhibit Hall entrance for two full days with lunch

Non-member, Full Registration: \$975

* Spouse Registration:

\$395

* Includes Exhibit Hall & Social Events

DAILY REGISTRATION: Member: \$250-\$420 / Non-member: \$300-\$525





Here's just some of what you and your organization will experience:

- More than 75 hours of regulatory, technical and business management training and professional development.
- The AEA International Convention is the place to be to learn about the latest regulatory issues impacting your business.
- Don't miss your opportunity to save time and money by networking with hundreds of qualified decision-makers face to face in the AEA Exhibit Hall. In this new world of social media, this is your chance to see, touch and talk product in person.

HOTEL INFORMATION

HILTON ANATOLE will serve as the headquarters hotel for the AEA Convention.



Hilton Anatole 2201 Stemmons Freeway Dallas, TX 75207

- PHONE:
 1-800-HILTONS (1-800-445-8667)
- GROUP CODE: AEC
- DIRECT LINK ON AEA WEBSITE: aea.net/convention
- ROOM RATE: \$219
 (The room rate deadline is June 1, 2021 or until the room block is full!)

Please note: The AEA does not work with any housing agencies to make hotel reservations on your behalf. We strongly suggest you work directly with the hotel when making your room reservations.

TUESDAY

★ 7 a.m. – 5 p.m. AEA REGISTRATION OPEN

★ 7:30 a.m. – 8:15 a.m. AEA REGULATORY RISE & SHINE

Moderated by Ric Peri, AEA vice president of government & industry affairs

The opening Regulatory Rise & Shine offers a thoughtful, substantive and insightful source of regulatory news and information that affects you, your customers and your business. This Rise & Shine is dedicated to the most current aviation news, information and events. The specific topics are driven by the regulatory agenda, international agreements and new technologies being introduced.

* 8 a.m. – 8:30 a.m. MEMBERSHIP JAVA JUMPSTART

Sponsored by Satcom Direct

* 8:30 a.m. – 10 a.m. OPENING CEREMONY & AEA AWARDS

Sponsored by Gogo Business Aviation

- · Chairman's Welcome
- · President's State of the Association Address
- AEA Awards
- · Keynote Speaker: Gene Marks (See bio on next page)

* 10 a.m. - Noon NEW PRODUCT INTRODUCTIONS

See the exciting NEW products and services manufacturers will introduce to their dealers and the avionics marketplace for 2021 and beyond. This is one of the most anticipated sessions of the year!

★ Noon - 1 p.m. MEDIA LUNCHEON (invitation only)

Sponsored by Aspen Avionics & Sporty's

★ Noon - 1 p.m. ON-YOUR-OWN LUNCH

* 1p.m. - 5 p.m. TRAINING SESSIONS

All OEM sessions are approved for credit toward the AEA's Avionics Training Excellence Award, as well as eligible for FAA IA renewal and AMT Awards Program.

Check out aea.net/convention for complete training descriptions.

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Training Categories

TECHNICAL

BUSINESS

* FIRST-NIGHTER EVENT



Enjoy a safe gathering of friends and colleagues as we celebrate being together again. This event will take place at the Hilton Anatole and is open to all attendees and

exhibitors. More details regarding the event will become available as we work with the Hilton Anatole and local authorities to ensure all health and safety guidelines are followed.

TRAINING

AVIONICS TRAINING

4-hour sessions

ACR GROUP: FREEFLIGHT, SKYTRAC & FLIGHT DATA SYSTEMS

1 p.m. - 5 p.m. - Presented by Brad Brunson, director, customer support Technical Training: Dual Band ADS-B solutions, 5G-proof Terrain Series Radar Altimeters, 2301 product. SKYTRAC's Iridium Certus Constellation and Flight Data System's SENTRY CVFDR recorder.

AVIDYNE CORP.

❖ 1 p.m. - 5 p.m. - Presented by TJ Sutton, training manager

IFD Series & ATLAS Installation Training: Installation training and configuration for IFD Series and ATLAS FMS, including interface considerations and use of interactive installation manual.

COLLINS AEROSPACE

♦ 1 p.m. - 5 p.m. - Presented by Richard White, senior manager, field service Citation CJ 1+ 2+ 3 Fusion Dealer Installation Overview: Introduction to installation, operation, and maintaining the Citation Pro Line Fusion system. Additional information includes system architecture, subscription services, CASP Program, documentation/publications and customer support. This session is a prerequisite for the necessary follow-on training needed to be eligible for the sale and installation of Citation Air Pro Line Fusion equipment.

GENESYS AEROSYSTEMS

1 p.m. - 5 p.m. - Presented by Al Gialousis, field service engineer
Latest news on the S-TEC 3100 and an in-depth look at the autopilot installation.

GOGO BUSINESS AVIATION

♣ 1 p.m. - 5 p.m. - Presented by Javier Cervantes, lead technical trainer

In-flight Connectivity 101: This course will provide students an overview of IFC concepts for installing, configuring, optimizing, operating and troubleshooting IFC systems. This will enable attendees to gain an understanding on the basic airborne networks, IFC systems and the services they provide. Topics include: in-flight connectivity overview, satellite connectivity, air-to-ground connectivity, system function for each system of an IFC network and aircraft IFC network systems and services.

SATCOM DIRECT

♣ 1 p.m. - 5 p.m.

Technical Training

2-hour sessions

BLUE AVIONICS

2-hour Session — Presented by Ross Cairns, founder & vice president engineering Deep Dive Configuring BA-540 AAU & BA-110 ACU: This course will show the advanced capabilities in solving both integration issues and new functions to get aircraft in the air quickly with the new functions your customers want.

HOW TO PERFORM AN ELECTRICAL LOAD ANALYSIS

2-hour session — Presented by William Tramper, owner, Azimuth Aerospace Solutions, LLC
 How to properly and acturately perform an electrical load analysis.

PROPER PROCEDURES FOR PITOT-STATIC & TRANSPONDER TESTING

2-hour session — Presented by William Tramper, owner, Azimuth Aerospace Solutions, LLC
 Regulations and proper testing procedures for pitot-static and transponder systems.

Session descriptions continued on following page -



1-hour sessions

AIRCRAFT LIGHTING INTERNATIONAL

❖ 1-hour Session — Presented by Shervin Rezaie, general manager

A.L.I. LED upgrade basics and FAQ

ASPEN AVIONICS

❖ 1-hour session — Presented by Michael Studley, director, field service

Evolution MAX Displays: New capabilities and installation information, including the latest autopilot integration certification(s) and details on the removal of backup instruments and vacuum system with recent certification of internal battery.

CLARITY IS MAGNETIC - A DISCUSSION IN LEADERSHIP

❖ 1-hour Session — Alyssa Connell, CEO, Connell Aviation Group

Learn how to set vision with clarity, how great leaders inspire action and the development of a mission, value propositions and organizational goals directly tailored to the aviation and aerospace sector.

DUNCAN AVIATION

♦ 1-hour session — Presented by Dustin Johnson, avionics supervisor

Autopilot System Troubleshooting: After showing videos of live aircraft squawks, this class will work through symptoms shown and talk through resolutions.

INCREASING SALES & REFERRALS FROM CLIENTS YOU ALREADY HAVE

1-hour Session — Presented by Gary Reeves, founder, PilotSafety.org

Three simple ways to close more sales and train the clients you have, to promote your shop and give you referrals.

MARKETING BEYOND THE RUNWAY

♦ 1-hour Session — Presented by Alyssa Connell, CEO, Connell Aviation Group

Using strategic communications to position your aviation company in the ever-changing and turbulent digital age. Open discussion about how to market in a post-pandemic aviation environment. Discuss comprehensive strategic initiatives to maximize combining the social space with traditional marketing initiatives.

MID-CONTINENT INSTRUMENTS AND AVIONICS

1-hour Session — Presented by David Copeland, vice president of sales
 An in-depth look at the new Flex MD23 Custom Function Display

ROBOTIC SKIES

1-hour session

UAS Maintenance Overview: Robotic Skies has partnered with the unmanned industry's leading airframe and component manufacturers. Come learn about some of the general maintenance procedures we've developed for our key OEM partners as well as applicable airworthiness practices and developing regulatory requirements.

SMARTSKY NETWORKS

♦ 1-hour Session — Presented by Darren Emery, vice president, product support

This introductory course is intended to provide installers with an overview of the benefits, ease of installation and seamless operation of SmartSky Network's Airto-Ground Wi-Fi network for aviation.

SPEAKING PILOT FOR AVIONICS UPGRADES

❖ 1-hour session — Presented by Gary Reeves, founder, PilotSafety.org

Class to help sales & installers understand the needs & wants of both pilots & owner/operators. Focuses on how upgrading to ADS-B and WAAS significantly improves safety and saves money by talking the buzzwords and language that pilots use.

KEYNOTE ADDRESS

Tuesday, June 22



GENE MARKS

A former daily columnist for both the *New York Times* and *Washington Post*, Gene Marks now writes weekly on small business, public policy and technology for *The Guardian, The Washington Times, The Hill, The Philadelphia Inquirer, Forbes* (where he writes the popular On CRM column), *Entrepreneur* and *Accounting Today*. His columns reach thousands of readers each week, and he has an online following of more than 600,000 on Twitter, Facebook, LinkedIn and YouTube.

Marks has written six books on business management, specifically geared toward small- and medium-sized companies. His most recent is *The Manufacturer's Book of Lists*. He regularly appears on Fox News, Fox Business, MSNBC and CNBC. Marks also is a frequent guest on Sirius/XM's Wharton Business Channel and The John Batchelor Show, which is syndicated nationally on the ABC Radio Network.

Through his keynotes, workshops, seminars and executive retreats, Marks helps business owners, executives and managers understand the political, economic and technological trends that will affect their companies so they can make profitable decisions.

Marks owns and operates The Marks Group PC, a highly successful 10-person firm that provides technology and consulting services to small- and medium-sized businesses. The Marks Group PC, launched in 1994, has grown to help more than 600 companies and thousands of individuals throughout the country.

Prior to starting the Marks Group PC, Marks, a certified public accountant, spent nine years in the entrepreneurial services arm of the international consulting firm KPMG in Philadelphia where he was a senior manager.

WEDNESDAY

* 7a.m.−3p.m. AEA REGISTRATION OPEN

* 8 a.m. − 8:30 a.m. MEMBERSHIP JAVA JUMPSTART

Sponsored by RBR Aviation

* 8:30 a.m. - 5 p.m.

ASTM/NCATT AET CERTIFICATION & ENDORSEMENT EXAMS

Advance your career and industry knowledge by earning a certification provided by ASTM's National Center for Aerospace & Transportation Technologies. These certifications demonstrate the knowledge base of the advanced aerospace technician and promote integrity, safety, and professionalism in the aerospace workforce.

* 8:30 a.m. – 10:30 a.m. AEA REGULATORY UPDATE

Moderated by Ric Peri, AEA vice president of government & industry affairs

Insightful regulatory news and information that affects you, your customers and your business. This session is dedicated to the most current aviation news, information and events. The specific topics are driven by the regulatory agenda and new technologies being introduced.

* 8:30 a.m. – 10:30 a.m. TRAINING SESSIONS

All OEM sessions are approved for credit toward the AEA's Avionics Training Excellence Award, as well as eligible for FAA IA renewal and AMT Awards Program.

Check out aea.net/convention for complete training descriptions.

Training Categories

TECHNICAL

BUSINESS

★ 10:30 a.m. – 5 p.m. RIBBON-CUTTING & EXHIBIT HALL OPENING

- . Light lunch served in Exhibit Hall
- AEA Educational Foundation Silent Auction begins in Exhibit Hall



TRAINING

A EAST AVIONICS TRAINING

2-hour sessions

CHICAGO JET GROUP

♦ 8:30 a.m. - 10:30 a.m. — Presented by Mike Mitera, general manager CPDLC FANS and ATN general information, troubleshooting and installation.

GENESYS AEROSYSTEMS

8:30 a.m. - 10:30 a.m. - Presented by AI Gialousis, field service engineer
 Latest news on the S-TEC 3100 and an in-depth look at the autopilot installation.

GOGO BUSINESS AVIATION

♦ 8:30 a.m. - 10:30 a.m. — Presented by Javier Cervantes, lead technical trainer

Tools to Manage Gogo Systems (and Customers): Familiarize dealers & operators with tools that enable conversations throughout the life cycle of the in-flight connectivity solution.

PROPER PROCEDURES FOR PITOT-STATIC & TRANSPONDER TESTING

♦ 8:30 a.m. - 10:30 a.m. — Presented by William Tramper, owner, Azimuth Aerospace Solutions, LLC Regulations and proper testing procedures for pitot-static and transponder systems.

TRIG AVIONICS LIMITED

❖ 8:30 a.m. - 10:30 a.m. - Presented by Andy Davis, CEO

Covers Trig VHF radios, transponders, ADS-B & GPS equipment, audio panels & accessories.

1-hour sessions

AIRCRAFT LIGHTING INTERNATIONAL

1-hour Session — Presented by Shervin Rezaie, general manager
 Will cover LED upgrade basics & work through solutions for frequently encountered challenges.

APPAREO

1-hour Session — Presented by Kris Garberg, president, aviation
 Product Training: Learn what's new in connectivity and flight data monitoring solutions.

ASTRONAUTICS CORPORATION OF AMERICA

❖ 1-hour session — Presented by Robert DuRall, customer support engineer RoadRunner EFI

EDMO DISTRIBUTORS INC.

❖ 1-hour Session — Presented by Gerald Godbee, technical manager, Flight Data Systems Flight Data Systems HHMPI CVR and FDR Downloading System Training

GUARDIAN AVIONICS

❖ 1-hour session — Presented by Ash Vij, president Using Panel-Mount iPads in the Cockpit

PS ENGINEERING

❖ 1-hour session — Presented by Gary Picou, vice president

Special Mission and Legacy Retrofit Audio Systems: PAC45-series audio systems from the quotation process to the configurations and installation considerations.

ROBOTIC SKIES

1-hour session

UAS Maintenance Overview: Learn about general maintenance procedures we've developed for our key OEM partners as well as applicable airworthiness practices and developing regulatory requirements.

THURSDAY

★ 7:30 a.m. – 3 p.m. AEA REGISTRATION OPEN

* 8 a.m. – 8:30 a.m. MEMBERSHIP JAVA JUMPSTART

★ 8:30 a.m. – 5 p.m.

ASTM/NCATT AET CERTIFICATION & ENDORSEMENT EXAMS

Advance your career and industry knowledge by earning a certification provided by ASTM's National Center for Aerospace & Transportation Technologies. See "Wednesday Schedule" or aea.net/convention for more information.

* 8:30 a.m. – 10:30 a.m. AEA REGULATORY UPDATE

Moderated by Ric Peri, AEA vice president of government & industry affairs

Insightful regulatory news and information that affects you, your customers and your business. This session is dedicated to the most current aviation news, information and events. The specific topics are driven by the regulatory agenda and new technologies being introduced.

* 8:30 a.m. - 10:30 a.m. TRAINING SESSIONS

All OEM sessions are approved for credit toward the AEA's Avionics Training Excellence Award, as well as eligible for FAA IA renewal and AMT Awards Program.

Check out aea.net/convention for complete training descriptions.

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Training Categories

TECHNICAL

BUSINESS

★ 10:30 a.m. – 5 p.m. EXHIBIT HALL OPEN

- · Light lunch served in Exhibit Hall
- AEA Educational Foundation Silent Auction ends at 3 p.m.



TRAINING

2-hour sessions

ALTO AVIATION

♦ 8:30 a.m. - 10:30 a.m. – Presented by Kevin Hayes, vice president of sales & marketing Provide configuration & integration support of Cadence CMS products.

AVIDYNE CORP.

♦ 8:30 a.m. - 10:30 a.m. — Presented by TJ Sutton, training manager Installation training and configuration for IFD Series & ATLAS FMS.

CHICAGO JET GROUP

 8:30 a.m. - 10:30 a.m. — Presented by Mike Mitera, general manager Testing & Aircraft Systems Integration

GENESYS AEROSYSTEMS

 8:30 a.m. - 10:30 a.m. — Presented by Al Gialousis, field service engineer S-TEC 3100 News & Installation

GOGO BUSINESS AVIATION

♦ 8:30 a.m. - 10:30 a.m. — Presented by Javier Cervantes, lead technical trainer Tools to Manage Gogo Systems (and Customers)

HOW TO PERFORM AN ELECTRICAL LOAD ANALYSIS

❖ 8:30 a.m. - 10:30 a.m. — Presented by William Tramper, owner, Azimuth Aerospace Solutions, LLC

WBPARTS

8:30 a.m. - 10:30 a.m. — Presented by Jaramey Ham, business development manager
 Increase Profits Without Increasing Overhead: Discussion of software & Just In Time Parts

1-hour sessions

APPAREO

1-hour Session — Presented by Kris Garberg, president, aviation
 Product Training: Learn what's new in connectivity and flight data monitoring solutions.

BARFIELD

1-hour Session — Presented by Kevin Kaufman, vice president, sales
 Proper use of Barfield BT700 Bond Tester and how to make troubleshooting easier.

BARFIELD

1-hour Session — Presented by Lew Wingate, vice president, GSTE
 Understanding the theory of RF & RF antenna testing. Health checks on antennas & CoAx.

BECKER AVIONICS

♦ 1-hour Session — Presented by Rob Truglia, business development manager, fixed wing Technical Training

GUARDIAN AVIONICS

❖ 1-hour Session — Presented by Ash Vij, president Using Panel-Mount iPads in the Cockpit

MARKETING BEYOND THE RUNWAY

1-hour Session — Presented by Alyssa Connell, CEO, Connell Aviation Group
 Using strategic communications to position your aviation company in the digital age.

MID-CONTINENT INSTRUMENTS AND AVIONICS

♦ 1-hour Session — Presented by David Copeland, vice president of sales Flex Custom Function Display: Next-level Glass Technology

ROBOTIC SKIES

1-hour session

UAS Maintenance Overview: Learn maintenance procedures developed for key OEM partners

SMARTSKY NETWORKS

 1-hour Session — Presented by Darren Emery, vice president, product support An overview of SmartSky Network's Air-to-Ground Wi-Fi network for aviation

★ 7:30 a.m. – 9:30 a.m. AEA REGISTRATION OPEN

* 8 a.m. – 8:30 a.m. MEMBERSHIP JAVA JUMPSTART

Sponsored by WBParts Inc.

★ 8:30 a.m. - Noon (Last test starts at 10 a.m.)

ASTM/NCATT AET CERTIFICATION & ENDORSEMENT EXAMS

Advance your career and industry knowledge by earning a certification provided by ASTM's National Center for Aerospace & Transportation Technologies. See "Wednesday Schedule" or aea.net/convention for more information.

* 8:30 a.m. - 5 p.m. TRAINING SESSIONS

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Training Categories

TECHNICAL BUSINESS

LET'S DO LUNCH (for repair station attendees) ★ 12:30 p.m.

Sponsored by Garmin



TRAINING

8-hour sessions

GARMIN

♦ 8:30 a.m. - 5 p.m. — Presented by Katie Bosman & Nick Wright, aviation maintenance instructors Technical Training: Installation, configuration, and certification training on the TXi and NXi systems, GI 275, G5 and GFC 500, GFC 600, and relevant topics for dealers.

GLOBALJET SERVICES

♦ 8:30 a.m. - 5 p.m.

Aircraft Wiring Schematic: Unique and focused approach to understanding OEM wiring diagrams. Comprehensive course dedicated to learning the specific practices used by the manufacturer for recording their electrical wiring diagrams. This is an intensive session with active classroom participation. Considered essential for all proactive technicians who desire a stronger foundation in OEM-specific wiring systems and troubleshooting/support documentation.

4-hour session

COLLINS AEROSPACE

❖ 4-hour session — Presented by Richard White, senior manager, field service

King Air (KA) Fusion Dealer Installation Overview: Introduction to installation, operation, and maintaining the KA Fusion EDS system. Additional information includes system architecture, subscription services, CASP Program, documentation/publications and customer support. This session is a prerequisite for the necessary follow-on training needed to be eligible for the sale and installation of King Air Pro Line Fusion equipment.

2-hour session

WBPARTS

2-hour session — Presented by Jaramey Ham, business development manager

Increase Profits Without Increasing Overhead: Discussion of software and Just In Time Parts - the purpose of software, how to maximize software potential, inventory preparedness, lean practices and inventory control basics.

1-hour sessions

INCREASING SALES & REFERRALS FROM CLIENTS YOU ALREADY HAVE

1-hour session — Presented by Gary Reeves, founder, PilotSafety.org

Three simple ways to close more sales and train the clients you have to promote your shop and give you referrals. These three simple strategies can dramatically increase your sales without spending more money.

SPEAKING PILOT FOR AVIONICS UPGRADES

❖ 1-hour Session — Presented by Gary Reeves, founder, PilotSafety.org

An entertaining class to help sales and installers understand the needs and wants of both pilots and owner/operators. Focuses on how upgrading to ADS-B and WAAS significantly improves safety and saves money by talking the buzzwords and language that pilots use.

- WAAS versus GPS approaches, improved safety and cost savings.
- ADS-B versus TIS, TAS, TCAS,
- FIS-B versus XM Weather and onboard radar.
- Discussion on the options available.



CONVENTION SPONSORS

- ACI Jet
- · Aero Express Inc.
- AeroLEDs
- Aero-Mach Labs Inc.
- Aircraft Lighting International
- Aircraft Spruce & Specialty
- AIRR Engineering
- Airtext
- ALTO Aviation
- Anodyne Electronics Manufacturing Corp.
- Appareo
- Applied Avionics Inc.
- ARTEX
- Aspen Avionics Inc.
- Astro Tool Corp.
- Astronautics Corporation of America
- Avidyne Corp.
- · Avionics Specialist, Inc.
- AvionTEq
- Avotek
- · Barfield Inc.
- Becker Avionics
- Blue Avionics Inc.
- Bongiovi Aviation
- Buller Enterprises Inc.
- Cabin Management Solutions LLC
- · Cal Labs Inc.
- Carolina GSE Inc.
- CCX Technologies Inc.
- Chicago Jet Group LLC
- Collins Aerospace
- Comm Innovations
- D.L.S. Electronic Systems Inc.
- DAC International
- Dallas Avionics
- Daniels Manufacturing Corp.
- Dayton-Granger Inc.
- Digitran A unit of Electroswitch
- DPI Labs Inc.
- Duncan Aviation

If you are interested in exhibiting, complete information can be found at

aea.net/convention

- EDMO Distributors Inc.
- EIT Avionics
- Elliott Aviation
- Elliott Technologies
- Express Calibration Services
- Flight Data Systems
- FreeFlight Systems
- Garmin
- Genesys Aerosystems
- Georgian Aerospace LLC
- Gogo Business Aviation
- Guardian Avionics
- Innovative Advantage
- JETTECH
- Jupiter Avionics
- Kelly Manufacturing Co.
- KGS Electronics
- Laselec Inc.
- Latitude Technologies Corp.
- Laversab Inc.
- Learn Avionics
- Luma Technologies
- Mid Continent Controls Inc.
- Mid-Continent Instruments and Avionics
- Mid-South Avionics
- Millennium International
- MyGoFlight
- Nav-Aids Ltd.
- PilotSafety.org
- Preston Pressure LLC
- PS Engineering Inc.
- RAMI (R.A. Miller Industries Inc.)
- RIM Enterprises
- Robotic Skies
- Sandia Aerospace
- Satcom Direct Inc.
- Shadin Avionics
- SKYTRAC Systems
- SmartSky Networks LLC
- Southeast Aerospace
- Technisonic Industries Ltd.
- TGH Aviation
- The Angelus Corporation
- Thommen Aircraft Equipment
- Trig Avionics
- True Blue Power
- VIAVI Solutions
- WBParts Inc.
- Whelen Aerospace Technologies, LLC.













DALLAS AVIONICS. INC.









REEFLIGHT



















