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## AEA's New Headquarters, Training Facility Quickly Becomes an Extended Campus

LEE'S SUMMIT, MO — To meet the growing demands of a larger staff and the addition of more services and benefits to its members, the Aircraft Electronics Association (AEA) moved to new headquarters offices in June. The 12,000-square-foot facility is near the Lee's Summit Municipal Airport in Lee's Summit, Mo., a suburb of

Kansas City. Last year, the AEA also opened a European satellite office in Cologne, Germany, to better serve the Association's growing international membership.



The AEA's new U.S. headquarters and new training facility, the Dan Derby Center for Professional Development, were officially recognized during a ribbon-cutting ceremony, hosted by the Lee's Summit Chamber of Commerce, and an open house, presented by AEA staff in the fall. Dignitaries from the city of Lee's Summit, including the mayor, the executive director of the Lee's Summit Economic Development Council, the president of the Chamber of Commerce, the manager of the Lee's Summit Municipal Airport and many others took part in the celebration.

While addressing the guests, Paula Derks, president of AEA, reminded the community leaders and business owners of the economic benefits and importance of local and regional general aviation airports.

"By selecting our headquarters site close to the Lee's Summit Municipal Airport, the Association is letting the community know how much we value a general aviation airport," Derks said.



Since its opening, the AEA's new state-of-the-art training facility, with a capacity of up to 100 people, has been utilized for customized training classes for AEA members; for academic training classes and meetings; and for companies using the training classroom for their individual needs.

"AEA and its members are now in a class all their own with this new, state-of-the-art facility," said Mike Adamson, vice president of member programs and education for AEA.

"Open just eight months, the new classroom is quickly becoming AEA's extended campus where more than 200 members from locations as far away as Switzerland and South Africa have participated in various regulatory and technical training courses," Adamson said.

**TOP:** Paula Derks, president of AEA, gives a tour of the AEA History Gallery to Craig Fuller, president of AOPA, and Tom Haines, editor-in-chief of AOPA Pilot magazine, during a recent visit to the AEA's new headquarters near the Lee's Summit Municipal Airport in Missouri. **ABOVE:** A newly formed ad-hoc committee comprised of avionics manufacturers and repair stations met in the Charles Peacock Boardroom at the new AEA offices to discuss industry warranty policies.

## **AEA Training Facility: Export Compliance Workshop Set for May 14**

Aviation business transactions are increasingly conducted in a global environment. If a customer calls up and needs to buy an avionics unit from your stock for export to a foreign country, are you prepared to conduct the transaction legally? Do you know the rules for selling restricted technology to foreign nationals on U.S. soil? These are the type of questions confronting many AEA members on a daily basis.

To help its members better understand the myriad of regulations applying to export transactions, the AEA will host a one-day “Export Compliance” workshop at its headquarters in Lee’s Summit, Mo. The workshop is lead by Jason Dickstein, general counsel for AEA. Dickstein is known for his ability to take complicated regulations and present them in a way that makes sense to business people.

The “Export Compliance” workshop is designed for repair stations, manufacturer representatives and distributors doing business across international borders. It covers the rules — and the exceptions to the rules — applying to the export of aircraft parts, with a special focus on avionics. If export laws are puzzling to you and you are considering shipping overseas, you should attend this workshop.

The workshop costs \$495 for AEA members and \$595 for non-AEA members. The fee includes the books and materials for the class as well as lunch. For more information or to register, visit the AEA website at [www.aea.net/training/courses](http://www.aea.net/training/courses).

## **AEA Training Facility: Basic Wiring & Avionics Install Seminar from May 19-22**

Avionics Training Solutions will offer its third seminar at the AEA’s new training facility in Lee’s Summit, Mo. The seminar, “Basic Wiring & Avionics Installation,” was developed for repair station technicians, A&P mechanics and others interested in improving or acquiring the skills necessary to perform avionics installations in general aviation aircraft.

The four-day seminar, which takes place from May 19-22, employs in-depth theory and hands-on lab exercises to



*Since its opening, the Dan Derby Center for Professional Development at the AEA’s new headquarters has hosted two sold-out “Basic Wiring & Avionics Install” classes, and a third is planned for next month.*

immerse attendees in the best practices used to plan, manage and install a general aviation avionics panel. The course is designed to provide students with basic skills and knowledge to design, develop, plan and perform the mechanical and electrical installation of a typical general aviation avionics suite.

Through this one-of-a-kind course, the AEA has trained more than 150 technicians, educators and mechanics. Technicians from around the world have traveled to the AEA’s new world-class facility to participate in this high-level, hands-on training.

The class is made possible through partnerships with AEA member companies, including Aeroflex, Garmin and Sandel. The hands-on installation lab includes the Garmin GNS 530, GMA 340, MS200-206 CDI and the Sandel SN3500. Aeroflex makes its IFR400 test set available for testing the installations at the conclusion of the seminar.

This “Basic Wiring & Avionics Installation” course is FAA-accepted for 26 hours toward IA renewal training. Only 22 seats total are available for this course, which fills up

quickly. For more information or to register, visit [www.aea.net/training/courses](http://www.aea.net/training/courses).

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***Note to media: High-resolution photos are available to download from [www.aea.net/pressroom](http://www.aea.net/pressroom).***

The Aircraft Electronics Association represents more than 1,300 repair stations from throughout the world specializing in maintenance, repair and installation of avionics and electronic systems in general aviation aircraft. AEA membership also includes manufacturers of avionics equipment, instrument repair facilities, instrument manufacturers, airframe manufacturers, test equipment manufacturers, major distributors, engineers and educational institutions.