

# AIRLINE AVIONICS INSTITUTE

## BACKGROUND INFORMATION

AAI, which was founded in 1967, is incorporated in the United States, as a non-profit organization, under the laws of the State of Florida. In 1987 the Board of Directors reorganized AAI as a membership organization with an annual dues system. At that time Mission and Corporate Philosophy statements were also adopted. AAI is governed by a Board of Directors. Each director is a member of an AAI member company and is elected to a term of three years.

AAI dues are based upon an annual budget comprising four elements:

1. Administration and operating costs,
2. Costs unique to AMC meetings,
3. Costs unique to AEEC meetings,
4. Costs unique to FSEMC meetings.

Administration and operating costs cover general mailings, all costs of a Business Manager, office supplies and other incidental costs such as tax filings, legal fees and corporate filings. Costs unique to the three conferences are receptions, spouses programs, awards, coffee breaks, shipping expenses and Business Manager travel.

AAI encourages the contribution of ideas, leadership and innovation by presenting up to five VOLARE Awards each year. These awards recognize individuals in both supplier and airline organizations for outstanding personal achievement on behalf of the civil aviation electronics community. In addition to the VOLARE Awards, AAI presents a PIONEER Award and a Chairman's Special Award on an as deserved basis.

AAI sponsors and pays for receptions at the AMC, AEEC, and FSEMC Conferences. The receptions give the opportunity for AAI members to display their products and services and to mix with their customers, or potential customers, in a warm and comfortable atmosphere. The receptions are considered valuable vehicles for AAI members to become better acquainted with the representatives of the companies attending the conferences and to initiate business dealings with them

AAI also arranges and pays for coffee, tea and soft drinks for the two daily breaks at each of the conferences. Having refreshments available immediately outside the meeting rooms reduces tardy returns and thereby increases the efficiency of the meetings. At the AEEC, people returning late after the breaks are asked for a contribution to the "late bucket". In the course of the three day meeting AAI usually collects approximately \$300, which is matched by AAI, and the total amount is contributed to a local children's charity in the city where the meeting is being held. AAI either arranges for, or participates in the arrangements for, spouse programs at each conference.

AAI activities are directed at improving the opportunity for members to do business with their customers, to enhancing the AAI member's images in the eyes of their potential customers and to enable maximum contacts between the members and their customers. There is a strong perception among the members of AAI that their business climate and general business welfare is substantially improved through AAI activities.