



# IPWEA NSW STATE CONFERENCE 2017

## “Engineering, Taking NSW Forward”

**Wednesday 8<sup>th</sup> – 10<sup>th</sup> November 2017, Crowne Plaza Hunter Valley**

## WHY YOU NEED TO BE PART OF THE IPWEA NSW STATE CONFERENCE 2017

The Institute of Public Works Engineering Australasia (NSW Division) would like to invite you to participate in the IPWEA NSW State Conference 2017 to be held again this year at Crowne Plaza Hunter Valley on Wednesday 8<sup>th</sup> – Friday 10<sup>th</sup> November.

Held annually, the IPWEA NSW State Conference is NSW’s leading forum for the public works and engineering sector and relevant for all levels of public works professionals.

### FAST FACTS

- Consistent growth – with attendance and reputation increasing each year
- Attracts upwards 250 delegates from across New South Wales
- Delegates are multi-disciplinary from the public and private sectors
- Relevant, topical and innovative speakers
- The conference promotes success and innovative practice with a focus on current issues affecting all disciplines of public works

### IPWEA NSW PURPOSE

IPWEA NSW is established to be a charity with the purpose of advancing the public works excellence in Australia, particularly in NSW by:

- Conducting and publishing research into improvements to the processes used in public works and services to enhance NSW Communities
- Working with government at all levels to ensure that the interests of the community are represented in regard to the public decision making process relating to public works and services and
- Providing a forum for all people engaged in the public works to discuss best practice and enhancing the future of NSW Communities

### NSW ENGINEERING EXCELLENCE AWARDS

The Engineering Excellence Awards are a major highlight of the State Conference and provide Members with the opportunity to showcase excellence in local government and public works projects and programs. Award winners in 11 categories are announced during the Excellence Awards Gala Dinner Thursday 9th November as part of the IPWEA NSW State Conference 2017. The Gala Awards Dinner attracts 300+ people.

**As an Excellence Awards Partner, your company will gain premium exposure to conference delegates and dinner guests by associating your brand with one of the award categories.**

For the first time IPWEA NSW is introducing the *Coffee Lounge Partner Package* where your company will drive brand awareness and meet with people in a relaxed lounge environment over a cup of fresh brewed coffee within the Exhibition Area

### Packages and commitment levels are offered to suit your marketing strategies

We invite you to partner with us at the IPWEA NSW State Conference 2017. Our friendly Events Team will work with you to promote the conference to your target market and audience. The conference is hosted at a regional yet central venue with the advantage of a captive audience where delegates typically stay in-house for the duration of the conference.

This is your opportunity to establish new business relationships or build on existing ones, with attendees who will interact with your brand, meet your team and experience your products. Choose from one of the partnership opportunities included in this prospectus or contact us about a tailored package to suit your needs.

An early commitment will bring greater exposure and return on your investment whether you wish to go ahead with an already existing or a tailored package.

For the major packages IPWEA NSW is happy to discuss two or three year package deals for your company to maintain visibility as well as keeping costs fixed.

*"Our commitment to the IPWEA NSW is even stronger after the 2016 extremely successful conference in the Hunter Valley. The opportunity to interact and deliver our message to this targeted audience, both formally and informally, was of great benefit to our company. This conference is a great way to build on already established relationships with key industry partners from local government, state government and private industry. Attendance at the conference has the added benefit of exposing our staff to new and innovative initiatives of other stakeholders in our industry."*

**Boral, Platinum Partner 2016, 2017 and 2018**

## THE BENEFITS

Participating as a partner or exhibitor at the IPWEA NSW State Conference will take you straight to the market and demonstrate your level of support and expertise as well as commitment to the public works industry.

Specifically you will be able to:

- Connect with a target audience, key clients, prospects and stakeholders
- Influence many key decision makers in NSW at one event
- Access a broad regional, metropolitan and rural NSW network within the public and private sectors
- Develop an ongoing relationship with the IPWEA NSW Members
- Communicate your message and commitment to public works professionals
- Drive brand awareness through exclusive partnerships
- Maximise exposure at the premier conference devoted to the public works professionals
- Tap into the growth market in the public infrastructure sector

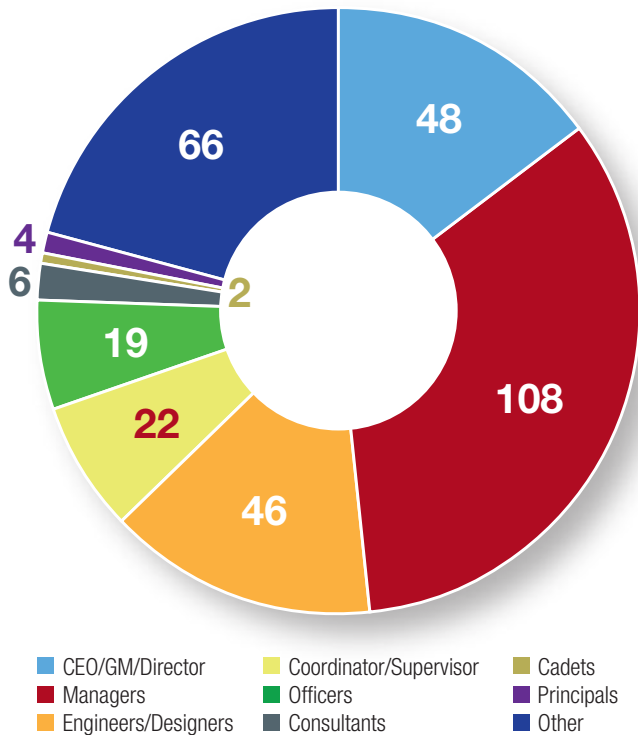
*"Good exhibition area and good range of exhibitors! Excellent combination of outdoor exhibitors, non-engineering stakeholders as well as public works suppliers."*

**2016 attendee**

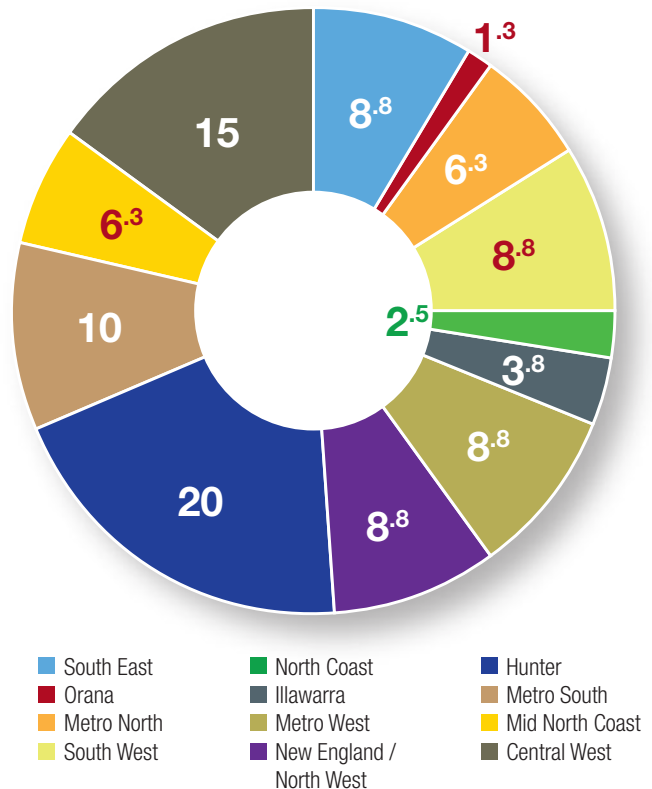
**96.3%** of 2016 attendees plan to attend the 2017 conference

### Delegates by Profile

Total number of people: 321



### Delegates by Regional Group (%)



## PROGRAM

### Wednesday 8<sup>th</sup> November 2017

1.00pm	Exhibitor Bump In
1.00pm – 5.00pm	Workshop for Executives
4.00pm – 6.00pm	Registration
6.00pm – 8.00pm	Welcome Reception in the Exhibition Area

### Thursday 9<sup>th</sup> November 2017

9.00am – 5.00pm	Exhibition Area hosting all Catered Breaks
9.00am – 10.30am	Opening Ceremony + Keynote
10.30am – 5.00pm	Technical Streams, Peer Presentations and IPWEA NSW AGM
6.30pm – 7.30pm	Pre-Dinner Drinks
7.30pm	Engineering Excellence Awards Gala Dinner

### Friday 10<sup>th</sup> November 2017

9.00am – 5.00pm	Exhibition Area hosting all Catered Breaks
9.00am – 4.00pm	Technical Streams, Peer Presentations, Panel Sessions and Closing Ceremony
4.00pm	Exhibitor Bump Out

### Saturday 11<sup>th</sup> November 2017

9.00am – 1.00pm	Workshop for YIPWEA
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PARTNER PACKAGES OVERVIEW

	Platinum	Gold	Silver	Coffee Lounge	Satchel	Awards + Exhibition	Awards	Session + Exhibition	Charger Station	App	USB	Notebook	Satchel Insert	Single Booth	Double Booth	Outdoor Expo
		\$20,000	\$15,000	\$10,000	\$10,000	\$7,000	\$5,000	\$5,000	\$3,500	\$3,000	\$2,000	\$1,750	\$1,000	\$3,500	\$6,000	\$3,500
Three minute speech at Opening Ceremony	x															
Three minute speech at Awards Gala Dinner		x														
Three minute speech at Welcome Reception			x													
Representative(s) invited to the Board Luncheon Wednesday 8 <sup>th</sup> November	2	1	1													
Company logo on conference website with link to company's homepage	x	x	x	x	x	x	x	x	x	x	x	x		x	x	x
Company logo on all printed conference material	x	x	x		x				x	x	x	x				
Company logo printed on cover of conference booklet	x	x	x													
Company logo at start-up of conference app										x						
Company logo printed on dinner menus	x	x	x			x	x									
Company logo displayed on screen during nominated session/ award category	x	x				x	x	x								
Logo and 50 word company profile in conference booklet				x	x	x	x	x	x	x	x	x		x	x	x
Logo and 200 word company profile in conference booklet	x	x	x													
Power Point slide acknowledgement	x	x	x													
Acknowledgement as Partner at Opening and Closing Ceremony	x	x	x		x					x						
Opportunity to present Award to winner in nominated Award category	x	x				x	x									
Two minute speech at the commencement of sponsored session								x								
Freestanding promtional banner in the room during partnered session								x								
Freestanding promotional banner positioned in agreed location at Welcome Reception			x													
Freestanding promotional banner positioned in Coffee Lounge Area				x												
Freestanding promotional banner positioned in Awards Gala Dinner room		x														
Freestanding promotional banner positioned at Registration Desk	x															
Full page colour ad on the back cover of conference booklet (A5)	x															
Full page B&W ad in the conference booklet (A5)	x	x	x	x		x										
Full colour ad in Awards Booklet post conference (A4)	x	x	x			x	x									
Acknowledgement by chair at commencement of partnered session																
Exhibitor pass inclusive of social all functions	4	3	2	1		2		1	1					1	2	1
Additional Awards Gala Dinner tickets	3	2					2									
Additional Welcome Reception tickets	2		2													
Trade booth in Exhibition Area (3mx2m)	2	2	1			1		1						1	2	
One insert in delegates satchels (max 4 pages)	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Delegate list supplied after conference*	x	x	x	x	x	x	x	x	x	x	x	x		x	x	x
Opportunity to provide Awards Gala Dinner guests with branded gift	x	x														
Opportunity to provide Welcome Reception guests with branded gift			x													
Company logo on the IPWEA NSW website homepage acknowledging the partnership	x	x	x													
Access to official photos post conference to be used in company publications	x	x	x	x	x	x	x	x	x	x	x	x		x	x	x
Opportunity to provide branded coffee cups and preferred coffee beans				x												
Bar table in Coffee Lounge Area or near Charger Station pending partner package				x					x							
Company logo/brand printed on all delegates satchels					x											
Company logo/brand on charger station positioned in prominent location									x							
Company logo/brand printed on front cover of 128 page notebook all delegates will receive												x				
Company logo/brand printed on USB											x					
Outdoor Exhibition Space (5mx5m)																x
One trestle table and two chairs if needed	x	x	x			x		x						x	x	x
Opportunity to provide lanyards to all conference participants	x															

\*Subject to privacy act

# PLATINUM PARTNER

## Boral 2016, 2017 and 2018

As Platinum Partner you are a key partner in the success of the conference. In addition to receiving the highest level of exposure during the conference, IPWEA NSW will work alongside you to maximise your promotional opportunities and commercial rewards.

### As Platinum Partner you receive the following entitlements:

- Double exhibition booth (6x2m) located in prominent position within the Exhibition Area
- Four exhibitor passes inclusive of all social functions
- Three tickets for nominated guests to attend the Awards Gala Dinner
- Two tickets for nominated guests to attend the Welcome Reception
- Opportunity to provide lanyards to all conference participants
- Two representatives invited to the Board of Directors luncheon at Crowne Plaza Hunter Valley Wednesday 8<sup>th</sup> November 2017
- Opportunity to provide Awards Gala Dinner guests with branded gift\*
- Three minute speech at the Opening Ceremony
- Acknowledgement as Platinum Partner during Opening and Closing Ceremony
- Freestanding promotional banner to be positioned in the registration area for the duration of the conference
- Company representative to present award to the winner of the Public Works Leader of the Year award category
- Company logo to be displayed on screen during nominated award category
- Full page colour advertising space on the back cover of the Conference Booklet (A5)\*
- Full page black and white advertisement in the Conference Booklet (A5)\*
- Full page colour advertisement in the Excellence Awards Booklet post-conference (A4)\*
- Company logo and 200-word company profile in the Conference Booklet\*
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo featured on the IPWEA NSW website homepage
- Company logo on all printed conference material and dinner programs\*
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications
- One trestle table and two chairs if needed

\*partner to supply artwork/all materials

## GOLD PARTNER

### \$20,000 plus GST (one only)

As Gold Partner you receive a unique opportunity to drive your brand especially during the revered Awards Gala Dinner where delegates, speakers, partners, exhibitors and VIP's are recognising excellence in public works projects and programs. Part of the Gold Package is also to partner an award category.

**As Gold Partner you receive the following entitlements:**

- Double exhibition booth (6x2m) located in prominent position within the Exhibition Area\*\*
- Three exhibitor passes inclusive of all social functions
- Two tickets for nominated guests to attend the Awards Gala Dinner
- One representative invited to the Board of Directors luncheon at Crowne Plaza Hunter Valley Wednesday 8<sup>th</sup> November 2017
- Opportunity to provide Awards Gala Dinner guests with branded gift\*
- Three minute speech at the Awards Gala Dinner
- Acknowledgement as Gold Partner during Opening and Closing Ceremony
- Freestanding promotional banner positioned in prominent location during the Awards Gala Dinner
- Company representative to present award to the winner of the nominated award category
- Company logo to be displayed on screen during nominated award category
- Full page black and white advertisement in the Conference Booklet (A5)\*
- Full page colour advertisement in the Excellence Awards Booklet post-conference (A4)\*
- Company logo and 200-word company profile in the Conference Booklet\*
- Company logo featured on the IPWEA NSW website homepage
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo on all printed conference material and dinner programs\*
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications
- One trestle table and two chairs if needed

\*partner to supply artwork/all materials

\*\*subject to availability at the time of booking

## SILVER PARTNER

**\$15,000 plus GST (one only)**

This is a fantastic opportunity to promote your brand during the Welcome Reception taking place Wednesday 8<sup>th</sup> November, where delegates, speakers, partners and exhibitors are networking in a relaxed social environment.

**As Silver Partner you receive the following entitlements:**

- Single exhibition booth (3x2m) located in prominent position within the Exhibition Area\*\*
- Two exhibitor passes inclusive of all social functions
- Two tickets for nominated guests to attend the Welcome Reception
- One representative invited to the Board of Directors luncheon at Crowne Plaza Hunter Valley Wednesday 8<sup>th</sup> November 2017
- Opportunity to provide Welcome Reception guests with branded gift\*
- Three minute speech at the Welcome Reception
- Acknowledgement as Silver Partner during Opening and Closing Ceremony
- Freestanding promotional banner positioned in a prominent location at the Welcome Reception
- Full page black and white advertisement in the Conference Booklet (A5)\*
- Full page colour advertisement in the Excellence Awards Booklet post-conference (A4)\*
- Company logo and 200-word company profile in the Conference Booklet\*
- Company logo featured on the IPWEA NSW website homepage
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo on all printed conference material and dinner programs\*
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications
- One trestle table and two chairs if needed

\*partner to supply artwork/all materials

\*\*subject to availability at the time of booking

# ENGINEERING EXCELLENCE AWARDS

As part of the State Conference every year, IPWEA NSW presents the Engineering Excellence Awards to encourage outstanding achievement in the innovation, development and management of public works projects and programs. In 2016 a record high number of nominations were received. Highly commended and winners were announced in 11 different categories, one of them being the Minister for Local Government's Award for Innovation in Local Government Engineering. This category was proudly endorsed and presented by the Minister for Local Government.

Putting your company name against one of the categories is a good opportunity to associate your brand with an award category that reflects your company's vision and believes.

**As an Excellence Awards Partner you can choose between the following categories:**

## CATEGORY 1

**Design and Construction of a Local Government/Public Works Project**

- 1A) Projects less than \$1 million
- 1B) Projects greater than \$1 million and less than \$5 million
- 1C) Projects greater than \$5 million

## CATEGORY 2

*Partnered by NSW Roads & Transport Directorate*

**New or Improved Techniques including; Innovation and/or Introduction of Techniques or Outstanding Management Initiatives or Outstanding Achievement in Asset Management**

## CATEGORY 3

*Partnered by NSW Water Directorate*

**Innovation in Water Supply and Wastewater**

## CATEGORY 4

*Partnered by Pro-Visual*

**Workplace Health and Safety**

## CATEGORY 5

**Excellence in Road Safety Engineering**

## CATEGORY 6

**Environmental Enhancement Project or Initiative including Recovering, Recycling and Reusing**

## CATEGORY 7

**Local Government Excellence in Roads Safety Awards**

## CATEGORY 8

**Multi-Disciplinary Project Management**

## CATEGORY 9

**The David Abbott Award (Public Works Leader under 35)**

## CATEGORY 10

*Partnered by Platinum Partner*

**Public Works Leader of the Year**

*"I will be honest and admit that as neither an engineer nor a full conference attendee, I attended the dinner with a little trepidation – expecting it to more of a duty than an event to look forward to. What a surprise! IPWEA NSW managed a great balance of professionalism with promoting and celebrating success of the sector and just having a good time"*

**Awards Gala Dinner Attendee**



## EXCELLENCE AWARD & EXHIBITION PARTNER

**\$7,000 plus GST**

Combine exhibiting AND partnering an award at the Awards Gala Dinner. This maximises promotional opportunities and premium exposure to all conference delegates and dinner guests

**As Excellence Award & Exhibition Partner you receive the following entitlements:**

- Single exhibition booth (3x2m)
- Two exhibitor passes inclusive of all social functions
- Company representative to present award to the winner of the nominated\*\* award category
- Company logo to be displayed on screen during nominated award category
- Full page black and white advertisement in the Conference Booklet (A5)\*
- Full page colour advertisement in the Excellence Awards Booklet post-conference (A4)\*
- Company logo and 50-word company profile in the Conference Booklet\*
- Company logo printed on dinner programs\*
- Company logo featured on the conference website with a link to your company's homepage
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications
- One trestle table and two chairs if needed

## EXCELLENCE AWARD PARTNER

**\$5,000 plus GST per category**

This provides the opportunity to partner an award at the Awards Gala Dinner and is suitable for companies that do not need the exhibition booth presence.

**As Excellence Award Partner you receive the following entitlements:**

- Company representative to present award to the winner of the nominated\*\* award category
- Company logo to be displayed on screen during nominated award category
- Two tickets for nominated guests to attend the Awards Gala Dinner
- Company logo featured on the conference website with a link to your company's homepage
- Full page colour advertisement in the Excellence Awards Booklet post-conference (A4)\*
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications
- Company logo and 50-word company profile in the Conference Booklet\*
- Company logo printed on dinner programs\*

\*partner to supply artwork/all materials

\*\*subject to availability at the time of booking

## COFFEE LOUNGE PARTNER

**\$10,000 plus GST (one only)**

This newly introduced package is an opportunity to put your company's name on the lounge area of the conference. The area will see a coffee station with a barista making fresh coffee for attendees to take on the go or enjoy in the lounge area.

**As Coffee Lounge Partner you receive the following entitlements:**

- Opportunity to provide branded coffee cups and preferred coffee beans
- Freestanding banner positioned in the lounge area
- One exhibitor pass inclusive of all social functions
- Bar table provided
- Full page black and white advertisement in the Conference Booklet (A5)\*
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications

Being the Coffee Lounge Partner allows you to be present at the conference in a relaxed environment where delegates and other participants will be enjoying a cup of coffee with your branding on it. A bar table is provided and you are more than welcome to bring along a promotional banner and brochures highlighting your area of expertise.

## APP PARTNER

**\$3,000 plus GST (one only)**

The app is an essential reference tool for delegates throughout the conference.

**As App Partner you receive the following entitlements:**

- Company logo at start-up of conference app
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Company logo and 50-word company profile in the Conference Booklet\*
- Acknowledgment as App Partner during Opening and Closing Ceremony
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications

## SATCHEL PARTNER

**\$10,000 plus GST (one only)**

This package is subject to a mutually agreeable item and branding in consultation with IPWEA NSW. Your company logo/brand will be printed on the satchel which will be distributed to all delegates on arrival and will remain highly visible throughout the conference and for many years to come.

**As Satchel Partner you receive the following entitlements:**

- Company logo/brand printed on all delegates satchel item
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Acknowledgment as Satchel Partner during Opening and Closing Ceremony
- Access to official photos to be used in company publications

## SESSION & EXHIBITION PARTNER

**\$5,000 plus GST per session/stream**

**This package ensures your company will receive targeted exposure through the support of a nominated stream reflecting your area of expertise while driving your brand awareness in the Exhibition Area**

**As Session & Exhibition Partner you receive the following entitlements:**

- Single exhibition booth (3x2m) in the Exhibition Area
- One exhibitor pass inclusive of all social functions
- Freestanding banner positioned in prominent location during your nominated\*\* session
- Two minute speech at the commencement of your nominated session
- Acknowledgement by Chair at commencement of nominated session
- Company logo displayed prior to and after your nominated session
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- One insert in delegates satchels\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- One trestle table and two chairs if needed

## PHONE CHARGER STATION

**\$3,500 plus GST (three only)**

**The charger station is another newly introduced opportunity for you to drive your brand amongst delegates whether or not you are able to physically attend the State Conference 2017. IPWEA NSW and Crowne Plaza Hunter Valley will work with you on locating the charger station as best as possible within the Exhibition, Registration or Lounge Area. Considering the importance of fully charged mobile phones and devices, it is guaranteed that delegates throughout the conference will make use of the charger stations.**

**As Phone Charger Station Partner you receive the following entitlements:**

- Company logo/brand printed on charger station positioned in prominent location
- One exhibitor pass inclusive of all social functions
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- Bar table provided
- One insert in delegates satchels\*

\*partner to supply artwork/all materials

\*\*subject to availability at the time of booking

## NOTEBOOK PARTNER

**\$1,750 plus GST (one only)**

Putting your logo on the front cover of the notebook which all delegates will receive is an easy way to stay at the front of their mind during and after the conference. This opportunity is great for companies that aren't able to attend the conference.

**As Notebook Partner you receive the following entitlements:**

- Company logo/brand printed on 128 page notebooks that all delegates will receive
- Company logo on all printed conference material
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- One insert in delegates satchels\*
- Access to official photos to be used in company publications

## USB PARTNER

**\$2,000 plus GST (one only)**

All conference presentations are saved on USB sticks and put into all delegate's satchels for them to take home and use as a reference tool. By partnering the USB your company logo/brand will be printed on the USB and you get the opportunity to include a piece of editorial or advertisement within the USB (content to be approved by IPWEA NSW).

**As USB Partner you receive the following entitlements:**

- Company logo/brand printed on USB
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- One insert in delegates satchels\*

## SATCHEL INSERT PARTNER

**\$1,000 plus GST per insert**

As a Satchel Partner you can insert promotional material\* into the satchels and cost effectively communicate your corporate message, products and services to all conference delegates

Examples of promotional material include: Company brochure/flyer (max 4 pages), notepad, pen, electronic company presentation, branded gift.

\*partner to supply artwork/all materials

\*\*subject to availability at the time of booking

# INDUSTRY TRADE EXHIBITION

The Exhibition Area is one of the highlights and a prominent feature of the IPWEA NSW State Conference. It has been designed to maximise promotional opportunities for participating companies with morning teas, lunches and afternoon teas served within and around the Exhibition Area. On top of that the Welcome Reception Wednesday night is to be held in the Exhibition Area with plenty of opportunities to network while drinks and canapes are being served.

**As something new in 2017, we have the pleasure of introducing outdoor exhibition space for companies who would like to bring along equipment or machinery to show off!**

## Single booth – 3m wide x 2m deep

\$3,500 plus GST

**As Single Booth Exhibitor you receive the following:**

- Single shell scheme stand as follows;
  - White melamine walls (3mm) secured by an octanorm aluminium frame
  - Company name displayed in vinyl lettering on fascia board
  - 2 x 150W arm lights on the back of booth
  - 1 x 4amp (1000max) power point within the booth
- One exhibitor pass inclusive of all social functions
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- One insert in delegates satchels\*
- One trestle table and two chairs if needed

## Double Booth – 6m wide x 2m deep

\$6,000 plus GST

**As Double Booth Exhibitor you receive the following:**

- Double shell scheme stand as follows;
  - White melamine walls (3mm) secured by an octanorm aluminium frame
  - Company name displayed in vinyl lettering on fascia board
  - 2 x 150W arm lights on the back of booth
  - 2 x 4amp (1000max) power point within the booth
- Two exhibitor passes inclusive of all social functions
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- One insert in delegates satchels\*
- One trestle table and two chairs if needed

**Please note:** Additional exhibitor passes inclusive of all social functions can be purchased at \$600 plus GST.

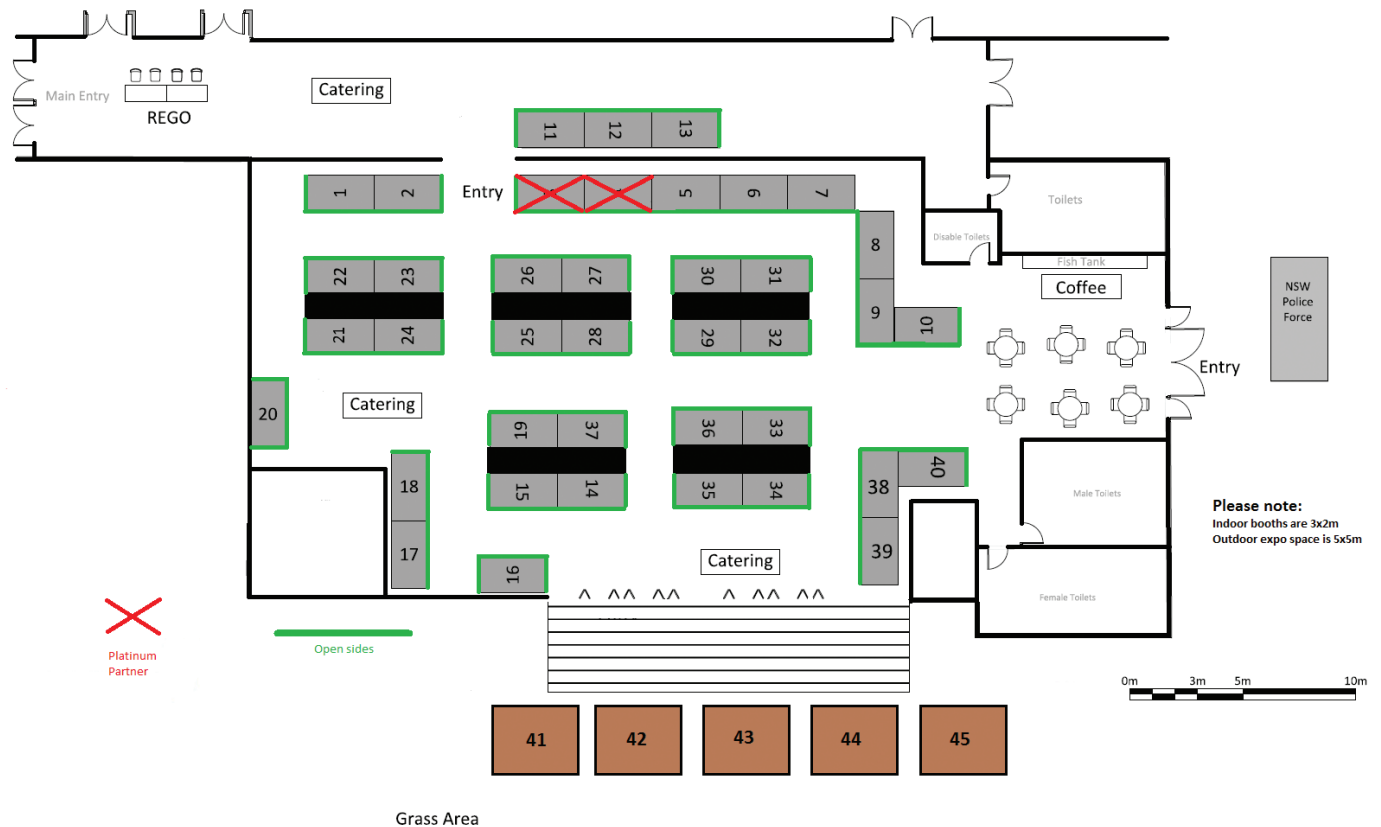
## Outdoor Exhibitor – 5m x 5m

\$3,500 plus GST

### As Outdoor Exhibitor you receive the following:

- 5mx5m outdoor area to position equipment/machinery/banners\*\*\*
- One exhibitor pass inclusive of all social functions
- Company logo featured on the conference website with a link to your company's homepage
- Company logo and 50-word company profile in the Conference Booklet\*
- Delegate list supplied post-conference
- Access to official photos to be used in company publications
- One insert in delegates satchels\*
- One trestle table and two chairs if needed

## EXHIBITION FLOOR PLAN



**Please note:** The floor plans are indicative and subject to change without notice.

\*\*\*outdoor exhibitors are solely responsible for furnishing their display area suitable to all weather conditions

# TERMS & CONDITIONS

IPWEA NSW reserves the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any deposit. Sponsorship and Exhibition packages which may be limited in number, will be generally allocated to those organisations who apply and pay earliest. Application of sponsorship and exhibition packages regardless of the preference indicated and alteration of the floor plan is at the discretion of IPWEA NSW, whose decision will be final.

## Confirmation and Payment:

To confirm your booking, please complete the Acceptance & Booking Form and return it to the Events Team at IPWEA NSW together with full payment of total sponsorship and exhibition cost.

- Sponsors and Exhibitors should nominate their 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> choice for preferred booths. Booths will be allocated based on the order of receipt of Acceptance and Booking Forms at the discretion of IPWEA NSW. Should your preferred site(s) be unavailable at time of booking or if the floor plan needs altering, you will be contacted for another preference.
- On receipt of the Acceptance and Booking Form, written confirmation and a tax invoice will be sent to you.
- **Full payment is subject to the IPWEA NSW terms of trading, payable within 14 days of receiving invoice.** Invoices will be issued upon receipt of Acceptance and Booking Form. If your payment is not received by the due date, the sponsorship will become available to other interested organisations. As spaces are strictly limited, returning an Acceptance and Booking Form does not guarantee a place as a Sponsor or Exhibitor.
- *In the event of any late payment beyond the involved due date, additional fees will be incurred as determined by the event organisers. Such fees will be in addition to any outstanding sponsorship/exhibition fees and will not be negotiable*

## Cancellation Policy:

Cancellation of your sponsorship must be received by IPWEA NSW in writing. Cancellations received prior to 31<sup>st</sup> July 2017 will receive a refund of 50% of amount paid to IPWEA NSW. Any cancellations after 31<sup>st</sup> July 2017 will be required to pay the full amount as nominated in the Acceptance and Booking Form.

If the event is cancelled by IPWEA NSW or the Conference Committee less than 6 months prior to the scheduled date, the Sponsors and Exhibitors are entitled to a 75% refund. If the event is rescheduled by IPWEA NSW or the Conference Committee and the Sponsors/Exhibitors can reasonably demonstrate their inability to participate, they will be entitled to a full refund.

## Consequential Damage:

IPWEA NSW will not be liable for any indirect or consequential damages arising out of a breach of this sponsorship contract.

## Detailed Requirements and Due Dates:

IPWEA NSW's requirements regarding the artwork for logos and advertisements, specifications and delivery details for signage, arrangements for static display, delivery of satchel inserts or other arrangements in order to deliver your entitlements will be sent to you in a confirmation email with relevant due dates.

Logos will be requested in a jpeg format, high resolution 300dpi. Should an alternative format be received IPWEA NSW cannot be held responsible for the quality of logos displayed in any of the promotional material.

In the event that materials, information or artwork required by IPWEA NSW are not received by the designated due date, the use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case.

## Exceptional Circumstances:

IPWEA NSW reserves the right to change the venue and duration if exceptional circumstances demand it. In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as the sponsor/exhibitor is informed at least a month before planned conference. IPWEA NSW will use reasonable endeavours to remedy the impact of exceptional circumstances.

Whilst IPWEA NSW take precautions to ensure that your property is not damaged or stolen, we decline responsibility for any loss or damage which will befall the person or property of the sponsor/exhibitor from any cause whatsoever. It is the responsibility of sponsors/exhibitors to ensure their insurance cover is adequate to their risk and requirements.

Should IPWEA NSW be unable to hold the State Conference 2017 due to acts of God, government or events beyond its control, sponsors and exhibitors will receive a proportionate refund of any monies available after fixed costs have been met. IPWEA NSW is not responsible for any further costs incurred by sponsors/exhibitors in connection with the event.

## Venue:

The sponsor/exhibitor and the servants, agents, contractors and invitees of the sponsor/exhibitor are also to observe the rules, regulations and procedures as prescribed by Crowne Plaza Hunter Valley.

## Australian Privacy Act:

The delegate list will be provided after the conference and it will exclude any delegates who have withheld permission to publish their details in accordance with the Australian Policy Act.



# Acceptance and Booking Form

Please complete and return this form to:

[carina.jakobsen@ipwea.org](mailto:carina.jakobsen@ipwea.org) or Carina Jakobsen, IPWEA NSW, Level 12, 447 Kent St, Sydney NSW 2000

Contact name: .....  
Title First Name Family Name

Position: .....

Organisation: .....

Address: .....

Suburb: ..... Postcode: .....

Phone: .....

Mobile: .....

Email: .....

## Major Partnership Opportunities

Please indicate your selection

- ☐ Gold Partner ..... \$20,000 + GST  
☐ Silver Partner ..... \$15,000 + GST

## Partner and Exhibition Opportunities

Please indicate your selection

- ☐ Coffee Lounge Partner ..... \$10,000 + GST  
☐ Satchel Partner ..... \$10,000 + GST  
☐ Excellence Award & Exhibition ..... \$7,000 + GST  
☐ Excellence Award (only) ..... \$5,000 + GST  
☐ Session & Exhibition ..... \$5,000 + GST  
☐ Phone Charger Station ..... \$3,500 + GST  
☐ App Partner ..... \$3,000 + GST  
☐ Single Booth Exhibitor ..... \$3,500 + GST  
☐ Double Booth Exhibitor ..... \$6,000 + GST  
☐ Outdoor Exhibitor ..... \$3,500 + GST  
☐ USB Partner ..... \$2,000 + GST  
☐ Notebook Partner ..... \$1,750 + GST  
☐ Satchel Insert (only) ..... \$1,000 + GST  
☐ Additional Exhibitor Pass ..... \$600 + GST

## Preferred Exhibition Booth(s)

Please refer to the Exhibition Floorplan and indicate your preferred exhibition booth(s)

1<sup>st</sup> Choice Booth Number .....

2<sup>nd</sup> Choice Booth Number .....

3<sup>rd</sup> Choice Booth Number .....

We agree to the terms and conditions set out in this Partnership & Exhibition Prospectus. Companies will be allocated booths on a first come basis once full payment is received. Sign and return with payment.

..... / /  
Signature Date

## Payment Summary

Major Partnership Opportunities

\$ .....

Partner and Exhibition Opportunities

\$ .....

Plus 10% GST \$ .....

TOTAL INCL. GST \$ .....

## Payment Method (select one)

☐ 1. Credit Card

☐ Mastercard ☐ VISA

Card No. ....

Expiry date ..... / ..... / ..... CVC .....  
(3 digit card verification number located on back of card)

Name on card .....

Cardholder's signature .....

☐ 2. Please send me an invoice

Purchase Order No. (if required) .....

For further information, please contact the Events & Operations Manager Carina Jakobsen at IPWEA NSW.  
Tel: (02) 8267 3006 Fax: (02) 8267 3076 Mob: 0478 804 773  
Email: [carina.jakobsen@ipwea.org](mailto:carina.jakobsen@ipwea.org)  
Web: [ipwea.org/nsw](http://ipwea.org/nsw)



New South Wales  
**IPWEA**  
INSTITUTE OF PUBLIC WORKS  
ENGINEERING AUSTRALASIA