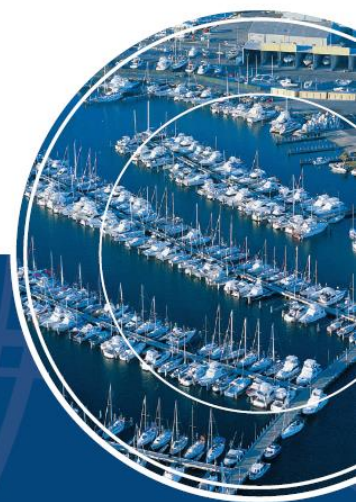


PIANC APAC 2020

PIANC ASIA PACIFIC CONFERENCE
PORTS, HARBOURS AND
RECREATIONAL BOATING
30 NOVEMBER - 4 DECEMBER 2020
FREMANTLE, WESTERN AUSTRALIA

www.pianc2020.com



WELCOME

The Local Organising Committee and the Board of PIANC Australia and New Zealand invite you to sponsor or exhibit at the inaugural PIANC APAC Conference, taking place in the vibrant city of Fremantle, Western Australia from 30 November to 4 December, 2020.

PIANC APAC 2020 is a biennial conference series focusing on harbours, ports and recreational boating in the Asia Pacific region.

Our Conference theme “Port, harbour and recreational boating for today and tomorrow” reflects the growing worldwide recognition to place the natural environment at the forefront of every project as well as a growing emphasis on a social licence to operate.

PIANC APAC 2020 will bring together engineers, planners, scientists and researchers to focus on the technological, scientific, policy, planning and design issues related to our diverse and developing ports, harbours and recreational boating facilities.

During the Conference, PIANC APAC 2020 will incorporate concurrent streams facilitating the opportunity for discussion and networking. A trade exhibition will host the Welcome Reception as well as all morning tea, afternoon tea and lunch breaks. A Gala Conference Dinner is planned with multiple PIANC awards to be presented. In addition, technical tours and networking events will form part of the Conference.

SPONSORSHIP OPPORTUNITIES

There are a number of opportunities for association of your organisation with the PIANC APAC 2020 Conference, giving you the chance to raise your profile within the Asia Pacific ports, harbours and recreational boating sectors. A variety of sponsorship opportunities are outlined in this document. These will be secured by receipt of payment on a first come, first serve basis.

CONFERENCE SCHEDULE

Monday 30 November 2020	Pre-Conference Symposium
Tuesday 1 December 2020	Pre-Conference Symposium
	Exhibitor Bump-In
	Welcome Reception & Exhibition Opening
Wednesday 2 December 2020	Welcome to Country & Opening Address
	Keynote Speaker
	Conference Sessions
	Exhibition
Thursday 3 December 2020	Keynote Speaker
	Conference Sessions
	Exhibition & Exhibitor Bump-Out
	Conference Gala Dinner
Friday 4 December 2020	Technical Tours

CONFERENCE LOCATION

Fremantle, Western Australia

The port city of Fremantle lies on a series of limestone hills at the mouth of the Swan River, approximately 25 minutes from Perth, the capital of Western Australia. Many of the city's most impressive heritage buildings are built from the pale-coloured local limestone.

Central Fremantle is bounded to the north and east by the lower reaches of the Swan River and to the west by the Indian Ocean with stunning stretches of beach to the north of the city and to the south.

Fremantle is a major port for Western Australia and Fremantle Harbour is the entrance point for the many container ships, cruise ships, ferries and leisure craft that berth at the port in the Inner Harbour. Smaller leisure craft and ferries travel the 20 kms up the Swan River to Perth.

A series of islands lie off the coast of Fremantle including the famous holiday islands of Rottne, Garden Island and Carnac Island. Rottne Island is the only island that has a regular ferry service transporting visitors to and from Fremantle.

The enclosed and sheltered Fishing Boat Harbour and Success Harbour protect the city's working and recreational fleets and are within walking distance of the city centre. The Fishing Boat Harbour precinct also features boardwalks, cafes, restaurants and a brewery.

Venue: Hotel Esplanade Fremantle

46-54 Marine Terrace & Essex St
Fremantle WA 6160
+61 8 9432 4000

<https://www.rydges.com/accommodation/perth-wa/esplanade-hotel-fremantle-by-rydges/>

The Esplanade Hotel Fremantle has been confirmed as the venue for the PIANC APAC 2020 Conference. Savour the culture and tradition of Western Australia's premier tourist destination when staying at The Esplanade Hotel. This Fremantle hotel has created a unique business and leisure destination for both local and international visitors. Its rich history and charming Victorian architecture right in the heart of the dynamic port City of Fremantle, combined with easy walking / cycling distance to local major attractions such as Fremantle Prison, Fremantle Markets, Fishing Boat Harbour and WA Maritime Museum makes it the ideal.

SPONSORSHIP OPPORTUNITIES AT A GLANCE

Package	Package
Platinum Sponsor (\$11,000)	Pocket Program Advert (\$550)
Gold Sponsor (\$7,500)	Satchel Insert (\$550)
Silver Sponsor (\$4,500)	Writing Pad Sponsor (\$550)
Bronze Sponsor (\$3,000)	Pen Sponsor (\$550)
Supporting Sponsor (\$2,500)	Exhibition Booth – 3m x 2m (\$3,995)
Conference App Advert (\$550)	

All prices in this document are in AUD, inclusive of GST

SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR	\$11,000
(3 Opportunities – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none">▪ Three complimentary full Conference registrations including social function tickets;▪ Three additional complimentary Conference Gala Dinner tickets;▪ 20% discount on additional full Conference registrations purchased;▪ 20% discount on purchase of one exhibition booth;▪ Acknowledgement in the opening session of the Conference;▪ Optional three minute speaking opportunity (session allocation to be determined by Organising Committee);▪ Company pull-up banner to be displayed in Plenary room (subject to venue restrictions – banner supplied by sponsor);▪ Two collateral/promotional items in delegate bag;▪ Company logo on sponsor signage at the Conference venue;▪ Company logo on PowerPoint holding slide on screens prior to sessions;▪ Company logo on cover of the Pocket Program;▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference;▪ One colour advertisement included in the Conference App;▪ Company logo, 300 word profile and website link on Conference website; and▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions).▪ Please note that the three platinum sponsors must be from non-competing organisations.	

GOLD SPONSOR	\$7,500
Includes Welcome Reception Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none">▪ Two complimentary full Conference registrations including social function tickets;▪ Two additional complimentary Welcome Reception tickets;▪ 10% discount on additional full Conference registrations purchased;▪ Short speaking opportunity during the Welcome Reception (maximum of 3 minutes);▪ Acknowledgement in the opening session of the Conference;▪ One collateral/promotional item in delegate bag;▪ Company logo on sponsor signage at the Conference venue;▪ Company logo on PowerPoint holding slide on screens prior to sessions;▪ Company logo on cover of the Pocket Program;▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference;▪ One colour advertisement included in the Conference App;▪ Company logo on Welcome Reception tickets;▪ Company pull-up banner to be displayed at the Welcome Reception (subject to venue restrictions – banner supplied by sponsor);▪ Company logo, 150 word profile and website link on Conference website; and▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions).	

GOLD SPONSOR	\$7,500
Includes Conference Gala Dinner Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Two complimentary full Conference registrations including social function tickets; ▪ Two additional complimentary Conference Gala Dinner tickets; ▪ 10% discount on additional full Conference registrations purchased; ▪ Short speaking opportunity during the Conference Gala Dinner (maximum of 3 minutes); ▪ Acknowledgement in the opening session of the Conference; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo on cover of the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo on Conference Gala Dinner tickets; ▪ Opportunity to provide corporate merchandise for all dinner tables (at sponsor's own expense); ▪ Company pull-up banner to be displayed at the Conference Gala Dinner (subject to venue restrictions – banner supplied by sponsor); ▪ Company logo, 150 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

GOLD SPONSOR	\$7,500
Includes Technical Tours Sponsorship	
(Exclusive Opportunity)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Two complimentary full Conference registrations including social function tickets; ▪ Two additional complimentary Conference Gala Dinner tickets; ▪ 10% discount on additional full Conference registrations purchased; ▪ Short speaking opportunity during each of the Technical Tour; ▪ Acknowledgement in the opening session of the Conference; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo on cover of the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo on Technical Tour tickets; ▪ Company logo, 150 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

SILVER SPONSOR	\$4,500
Includes Satchel Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Company logo to appear on the Conference satchel alongside the Conference logo; ▪ One complimentary full Conference registration including social function tickets; ▪ One additional complimentary Conference Gala Dinner ticket; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo, 100 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

SILVER SPONSOR	\$4,500
Includes Lanyard Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Company logo to be printed on delegate lanyards, alongside the Conference logo; ▪ One complimentary full Conference registration including social function tickets; ▪ One additional complimentary Conference Gala Dinner ticket; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo, 100 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

SILVER SPONSOR	\$4,500
Includes Conference App Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
<p>The Conference App is used continually throughout the Conference and this is a great way to have your brand in front of delegates from day one. The Conference will feature a fully integrated App for iOS (iPhone and iPad) and for Android (phones and tablets) to deliver the best possible user experience and presentation of the Conference program in an innovative and interactive manner.</p>	
Benefits Include:	
<ul style="list-style-type: none"> ▪ One complimentary full Conference registration including social function tickets; ▪ Logo prominently featured on the Conference App; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo, 100 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

SILVER SPONSOR	\$4,500
Includes Keynote Speaker Sponsorship	
(2 Opportunities - 1 SOLD, 1 Available)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ One complimentary full Conference registration including social function tickets; ▪ Logo prominently featured on the PowerPoint introductory slide for Keynote Speaker; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo, 100 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

BRONZE SPONSOR	\$3,000
Includes Wi-Fi Sponsorship	
(Exclusive Opportunity – SOLD OUT)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Delegates will receive a card in their registration pack, listing the Wi-Fi access information on one side and the sponsor’s logo on the other; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screens prior to sessions; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; ▪ Company logo, 100 word profile and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

BRONZE SPONSOR	\$3,000
Includes Full Day Technical Stream Sponsorship	
(4 Opportunities – 1 SOLD, 3 Available)	
Benefits Include:	
<ul style="list-style-type: none"> ▪ Opportunity to provide input or a person for consideration for the position of chairperson(s) within all sessions of the sponsored stream (the final acceptance decision rests with the Conference Organising Committee); ▪ Opportunity to speak at the beginning of all sessions within the sponsored stream (1 minute) to relate the session topic to the sponsor’s company; ▪ Opportunity to place one company pull-up banner in sponsored session room; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo on PowerPoint holding slide on screen prior to sponsored session; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ One colour advertisement included in the Conference App; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

BRONZE SPONSOR	\$3,000
Includes Coffee Cart Sponsorship	
(1 Opportunity)	
<p>Benefits Include:</p> <ul style="list-style-type: none"> ▪ Opportunity to place one company pull-up banner behind the coffee cart; ▪ Opportunity to provide company branded coffee cups (at sponsor's expense); ▪ Opportunity to have coffee cart placed next to purchased exhibition booth (pending venue approval); ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ Company logo and website link on Conference website; ▪ One colour advertisement included in the Conference App; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). <p>Consumption of coffee utilised at the Conference will be charged to the sponsor after the Conference at cost price.</p>	

SUPPORTING SPONSOR	\$2,500
(Unlimited Opportunities)	
<p>Benefits Include:</p> <ul style="list-style-type: none"> ▪ One complimentary full Conference registrations including social function tickets; ▪ One collateral/promotional item in delegate bag; ▪ Company logo on sponsor signage at the Conference venue; ▪ Company logo in the Pocket Program; ▪ Company logo on extended abstract PDF document, sent electronically to delegates prior to the Conference; ▪ Company logo and website link on Conference website; and ▪ List of all registered delegates at conclusion of the Conference (subject to Privacy Act conditions). 	

ADVERTISEMENTS	
Pocket Program Half Page Colour Advertisement	\$275
Conference App Advertisement	\$550

SATCHEL INSERTS	\$550
(unrestricted)	
One branded piece of lightweight collateral (to be provided by organisation) inside the Conference satchel given to delegates.	

WRITING PAD SPONSOR	\$550
(1 opportunity)	
<p>Benefits include:</p> <ul style="list-style-type: none"> ▪ Corporate logo and contact details on specially printed Conference notepads (sponsor to arrange); and ▪ Recognition in Pocket Program. 	

PEN SPONSOR	\$550
(1 opportunity)	
<p>Benefits include:</p> <ul style="list-style-type: none"> ▪ Corporate logo and contact details on specially printed Conference pens (sponsor to arrange); and ▪ Recognition in Pocket Program. 	

The PIANC APAC 2020 Conference trade exhibition will be a high traffic area specially designed to showcase industry products and services and to achieve maximum interaction with Conference delegates and visitors.

The trade exhibition will be located in the foyer outside the session rooms at the Hotel Esplanade Fremantle, for the full duration of the Conference program.

All lunch, morning and afternoon teas will be served within the trade exhibition area, providing excellent networking opportunities for delegates and exhibitors alike.

Exhibition Stands

Each individual exhibition stand includes:

- 1 x shell scheme booth – 3m x 2m;
- 2.4m high back wall;
- 2 x 150 watt spotlights;
- 1 x 4 amp single power point;
- 1 x fascia sign with company name;
- 1 x table; and
- 2 x chairs.

Exhibitor Benefits:

- Two exhibitor registrations for stand personnel including catering, name badges, satchels and pocket programs;
- Two tickets to the Welcome Reception;
- Two tickets to the Conference Gala Dinner;
- Your company logo included in the Pocket Program;
- Company logo and website link on Conference website; and
- Access to the delegate list (subject to Privacy Act conditions).

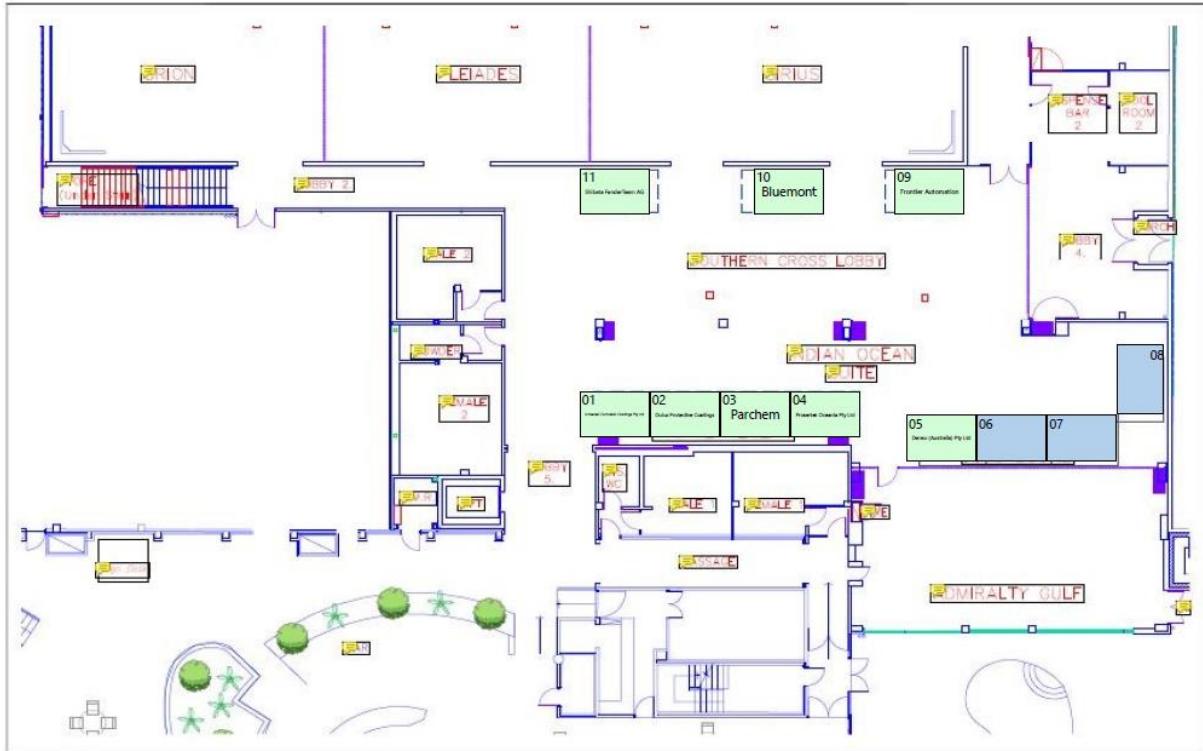
An Exhibitor Manual will be sent to all exhibitors closer to the Conference. This manual will include:

- Exhibitor check list;
- Bump-in times;
- Bump-out times;
- Delivery label and forms;
- Contact details for additional equipment and booth builder;
- Current floor plan; and
- Confirmed exhibitors.

Additional Exhibitor Registrations

Additional Exhibitor Registrations can be purchased for \$350, for staff who are not attending presentations, the Welcome Reception or Conference Dinner.

FLOORPLAN



27 Belmont Avenue
Belmont WA 6104
t: 08 9475 2023
info@perthexpo.com.au
www.perthexpo.com.au

PIANC Asia Pacific Conference
17th - 19th June 2020
Explorade Hotel, Southern Cross Lobby, King Sound/Prince Regent

DESIGNED BY: T. Maly
REVISION NUMBER: 2
REVISION DATE: 11.07.2019

PROJECT MANAGER: K. Bellman
ORGANIZER: Events Events
SCALE: 1:50

PAGE CONTENTS: Dimensions
STAND SYSTEM: TBC
FILE NAME: PIANC20.dwg

© PerthExpo 2019
Correct at the time of printing Exhibitors should check the accuracy of the plans as the event organizer reserves the right to make alterations as required. Plans subject to venue approval.

TERMS & CONDITIONS

Assignment of Space

No application will be processed or space assigned unless full payment has been received with your application form. If not, the contract will be considered cancelled and space will be reassigned by Encanta Event Management. Requests for exhibition spaces will be assigned by Encanta Event Management by the date of receipt of application on a space-available basis. Encanta Event Management reserves the right to assign or reassign stand space so that the arrangement of the exhibition is in the best interest of the attendees and the exhibitors.

Exhibition Stand Application Information

If you wish to reserve an exhibition stand, please complete the booking form at the back of this prospectus. Applications will be accepted via post, fax or email only if accompanied by credit card details. If posting your application, payment by cheque is also acceptable and can be sent to the address below.

Encanta Event Management
Suite 348, St Kilda Road Towers
1 Queens Road
Melbourne VIC 3004

Payment

Full payment is due at the time of application. All costs include GST. A tax invoice will be sent on receipt of the booking form.

Cancellation Policy

Once a booking form has been received for Sponsorship or Trade Exhibition opportunities, any cancellation must be advised in writing. If the cancellation is received by 18 January 2020 an administration fee of 25% of the total price is retained. If the cancellation is received after 18 January 2020, no refund is applicable.

Resale of cancelled bookings: Resale conditions apply to both Sponsorship and Trade Exhibition opportunities however this only applies to trade if all trade booths are sold. If we are not able to resell the trade booth or sponsorship package no refund is payable regardless of when advice is provided. In case of resale, an administration fee of 25% of the total price is retained.

Other

All signage is to be free-standing unless otherwise approved. A delegate list with name, organisation, state/country will be supplied at the conclusion of the Conference. Each company representative attending the Conference must be pre-registered with the Secretariat.



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SPONSORSHIP & EXHIBITION BOOKING FORM

Please post or email this form to:
Encanta Event Management
Suite 348, St Kilda Road Towers
1 Queens Road
Melbourne VIC 3004
faith.gasparini@encanta.com.au

ABN: 82 064 781 568 - EECW Pty Ltd trading as Encanta Event Management

CONTACT DETAILS

Please print clearly in block capitals.

NAME:

ORGANISATION:

POSITION:

ADDRESS:

SUBURB:

STATE:

POSTCODE:

COUNTRY:

TELEPHONE:

FACSIMILE:

EMAIL:

MOBILE:

WEBSITE:

SPONSORSHIP PACKAGE

All costs are shown in Australian dollars and include GST.

Package	✓	Package	✓
Platinum Sponsor (\$11,000)		Bronze Sponsor – Technical Stream (\$3,000)	
Gold Sponsor – Welcome Reception (\$7,500)		Bronze Sponsor – Coffee Cart (\$3,000)	
Gold Sponsor – Conference Gala Dinner (\$7,500)		Supporting Sponsor (\$2,500)	
Gold Sponsor – Technical Tours (\$7,500)		Pocket Program Full Page Advert (\$550)	
Silver Sponsor – Keynote Speaker (\$4,500)		Conference App Advert (\$550)	
Silver Sponsor – Lanyard (\$4,500)		Satchel Insert (\$550)	
Silver Sponsor – Conference App (\$4,500)		Writing Pad Sponsor (\$550)	
Bronze Sponsor – Wifi (\$3,000)		Pen Sponsor (\$550)	

EXHIBITION PACKAGE

Please indicate:

- Exhibition Booth \$3,995
- Discounted Sponsor Booth (*Platinum Sponsor*) \$3,196

Number of booths required: _____
 BOOTH ALLOCATION (1-3 in order of preference)

First Choice:		Second Choice:		Third Choice:	
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Sponsorship/Exhibition confirmation and a tax invoice will be sent upon receipt of your booking form. Full payment is required upon receipt of application.

PAYMENT

Method of payment (please indicate)

- I require a tax invoice to make payment.
- I enclose a cheque for the amount of _____.

Cheques must be in Australian currency, drawn on an Australian bank and free of all charges. Cheques should be made payable to "EECW ITF PIANC APAC 2020".

- Please charge _____ to the following credit card:
 - Visa
 - MasterCard
 - American Express

Please note that a 1.65% surcharge will be incurred for credit card payments.

Card Number:	Expiry Date:
Cardholders Name:	CVV:
Signature:	
I have read the cancellation policy on page 12 and accept all of its conditions:	
Signed:	Date:

EU GDPR – only applicable to European Union Citizens

In response to the new General Data Protection Regulations that affect citizens of the European Union from 01 May 2018, you acknowledge and agree that some of your personal details will have to be provided the World Association for Waterborne Transport Infrastructure (PIANC) as owners of this event and that Encanta Event Management will need to pass on your full name, position and organisation to a limited number of third party suppliers eg printers producing for example your name badge, attendance certificate and so on. This is to facilitate your support of the Conference and ensure you are identified as a sponsor or exhibitor of this event and therefore receive all entitlements associated with your sponsorship or exhibition type and fee paid.

I agree to the statement above:

I do not agree to my personal details being provided to the identified organisations for the purposes outlined above. By not agreeing I understand I will not receive professionally produced documentation. I acknowledge that this excludes my personal information being provided to third parties: