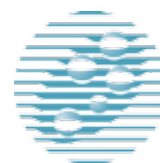




*Harbouring Wound Care*

# Australian Wound Management Association Conference 2012

18–21 March 2012,  
Sydney Convention and Exhibition Centre



## SPONSORSHIP AND EXHIBITION PROSPECTUS



[www.awma2012.com](http://www.awma2012.com)

## Invitation from the AWMA 2012 Committees

The AWMA Organising Committee would like to invite you to attend the 9<sup>th</sup> National Australian Wound Management Association Conference 2012 (AWMA 2012) as a Sponsor and/or Exhibitor. The event will be held at the Sydney Convention and Exhibition Centre, Darling Harbour from 18–21 March 2012.

The Conference theme, *Harbouring Wound Care – Integument, Integrity and Innovation* acknowledges that person centred, effective and efficient skin and wound management, can be achieved through skilled, committed, health care professionals within a collaborative interdisciplinary approach.

This Conference aims to bring together a range of disciplines and specialties, including those who contribute to knowledge and technology development and who manage acute, recalcitrant or palliative wounds. The Scientific program committee intends to raise awareness of and improve the outcomes of those living with wounds, through the dissemination of current research findings, and the implementation of best available evidence and innovative therapies.

As a Sponsor and/or Exhibitor you will have the opportunity to showcase your latest products, educate and share knowledge and create new relationships whilst strengthening existing ones.

What better place to harbour wound care knowledge and share experiences with both national and international speakers and participants than in beautiful Sydney!

We look forward to welcoming you in 2012.

### AWMA 2012 Committees

#### The AWMA 2012 Organising Committee

- Amy Darvall, Lighthouse Health Group
- Debbie Blanchfield, Illawarra Shoalhaven Local Health Network
- Jill Sparks, Western Sydney Local Health Network
- Sue Lovett, Nepean Blue Mountains Local Health Network
- William McGuinness, President of AWMA
- Margo Asimus Greater Newcastle Cluster, Hunter New England Local Health Networks

#### The AWMA 2012 Scientific Program Committee

- Amy Darvall, Lighthouse Health Group
- Professor Donald MacLellan, NSW Department of Health
- William McGuinness, President of AWMA
- Margo Asimus, Greater Newcastle Cluster, Hunter New England Local Health Networks
- Wendy White, Wendy White WoundCare
- Professor Allison Cowin, NHMRC Senior Research Fellow, Head, Wound Healing Lab & Professor of Tissue Repair Women's & Children's Health Research Institute & University of Adelaide
- David Belford, Wound Management Innovation Cooperative Research Centre
- Gary Bain, Wound Clinic Sydney Adventist Hospital

#### Scientific Program

The Scientific Program Committee is currently developing a stimulating and informative content for AWMA 2012. Plenary sessions will examine a variety of topics including the impact of chronic disease and ageing, outcomes selection and measurement, acute and chronic wound infection, biofilm based wound care, unique wound challenges arising from natural disasters and using innovation to enable others.

Both national leaders in their speciality area and international presenters, many visiting our shores for the first time, will be featured throughout the Conference program.

For regular updates on invited speakers and to view the interim program at a glance please visit our website [www.awma2012.com](http://www.awma2012.com)



## Previous Conferences

Year	Location	Delegate Numbers
2010	Perth	820
2008	Darwin	719

## Delegate Profile

The AWMA 2012 Conference will aim to bring together in excess of 800 wound care professionals from all disciplines who contribute to change, from delivery of care through to therapeutic development. Healthcare professionals attending include:

- Nursing
- Medical
- Allied Health
- Emergency personnel
- Academics and researchers
- Pharmacists
- Scientists



## The Venue & City

### Conference Venue

AWMA 2012 Conference will be held at the Sydney Convention and Exhibition Centre nestled on the shores of Darling Harbour. This location allows guests to enjoy magnificent views of the city skyline and Darling Harbour and be in close proximity to a plethora of top class restaurants, shops, accommodation and entertainment facilities (including Star City Casino, IMAX Theatre, Sydney Aquarium and the National Maritime Museum).

### About Sydney

Sydney, the capital of New South Wales, is built around one of the largest, most beautiful harbours in the world with miles of golden beaches stretching north and south of the city on the shore of the Pacific Ocean. Sydney is known for its harbour lifestyle and fantastic beaches, which contribute to a relaxed environment that pervades the city and its visitors. The beaches and harbour play a major role in the outdoor leisure and sporting lives of Sydneysiders with yachting, surfing, swimming, boating, fishing and waterskiing all being very popular.

The city's dining options are numerous, ranging from a relaxed picnic in the Botanical Gardens or on Bondi Beach, to an exclusive seafood lunch at Circular Quay or on a sunset harbour cruise. Sydney's restaurant scene also encapsulates the cultural diversity as the cuisine takes inspiration from Asia, Europe and the Middle East, combined with the freshest Australian ingredients to create a truly unique taste sensation suitable for all palates. After indulging in divine cuisine, visitors will continue to enjoy their experience with the abundant shopping opportunities which include a mixture of shopping complexes, boutique stores and colourful sea and harbour side markets.

With its uniquely stunning attractions, terrific climate and friendly people, no other city can offer Sydney's vibrancy.



## Benefits to Sponsors and Exhibitors

**AWMA 2012 Conference will provide many long lasting benefits including:**

- Maximum exposure at the leading event devoted to wound care
- The opportunity to deliver a clear message that you have a genuine commitment to the wound care industry
- High visibility on the official Conference website and AWMA 2012 marketing materials
- A chance to present latest innovations and new products
- The chance to showcase wound care strategies and equipment
- Building brand awareness
- Educating the market
- Building and enhancing relationships

## Marketing and Public Relations

AWMA 2012 Conference Managers are here to ensure you get the most out of your investment. We encourage you to contact our Sponsorship & Exhibitions Department to discuss the many additional ways we can further assist your marketing efforts and build your business through the Conference.

AWMA 2012 offers a unique opportunity to increase your company's exposure to a diverse cross-section of industry professionals through the following marketing strategy:

- *E-marketing* – including regular email blasts promoting program updates, key dates and featured speakers
- *Marketing collateral* – including flyers to be used at industry events to stimulate interest and provide key details
- *Website* – will be used as the main information distribution channel and, as such, will be regularly updated and refreshed with latest updates

Sponsorship packages and commitment levels vary and can be tailored to suit your marketing strategies. Whatever your business, AWMA 2012 has a sponsorship package that will help you meet your brand and networking objectives.



## Sponsorship at a Glance

Sponsorship Opportunities	Number Available	Price A\$
Platinum Sponsorship	<b>SOLD</b>	
Gold Sponsor	4	38,000
Silver Sponsor	7	22,000
Bronze Sponsor		9,000
Satchel Sponsor	Exclusive	9,000
Lanyard/Name Badge Sponsor	Exclusive	9,000
Welcome Reception Sponsor	Exclusive	9,000
Internet Centre Sponsor	Exclusive	9,000
Program Book Sponsor	Exclusive	4,500
Poster Area Sponsor	Exclusive	4,500
Speaker Sponsor		POA
Plenary Session Sponsor		POA
Writing Pad Sponsor	Exclusive	1,100
Pens Sponsor	Exclusive	1,100
Advertising Opportunities		Price A\$
Satchel Insert		1100
Program Book Advert		990 – 1750

## Conference Managers

**arinex pty limited** has been appointed as the official Professional Conference Organiser (PCO) and looks forward to delivering an inspiring experience.

We provide a highly creative and professional meetings and events management service to associations, governments and corporate organisations.

**arinex** has been born out of combining the experience and resources of two highly successful organisations in Australia's meetings and events industry, Tour Hosts and The Meeting Planners. Together, we collectively represent more than 50 years of experiences and, we're proud to say, many years of delivering amazing client outcomes.

For further details on the opportunities available please contact the AWMA 2012 Conference Managers who will be pleased to assist you.

### Nick Cadey

Sponsorship & Exhibitions Account Manager  
AWMA 2012

### arinex pty limited

GPO Box 128 Sydney NSW 2001 Australia

**Tel:** + 61 2 9265 0700

**Fax:** + 61 2 9267 5443

**Email:** [ncadey@arinex.com.au](mailto:ncadey@arinex.com.au)

**Website:** [www.awma2012.com](http://www.awma2012.com)



All information and ideas contained in this document are confidential to **arinex pty limited** ABN 28 000 386 676. Exploitation or use of any of the materials or ideas contained in this document, without the prior written consent of **arinex pty limited**, may result in legal action being taken against those parties in breach of the confidentiality in which this document has been prepared, written and submitted.

# Sponsorship Opportunities

## Platinum Sponsor



## Gold Sponsor

**A\$38,000 (incl. GST)**

### Maximum Four (4)

As one of the Gold Sponsors, your organisation will benefit from an excellent level of exposure. Your organisation will enjoy a strong alignment with the Conference through the many opportunities for branding and exposure, prior to and during the Conference.

As a Gold Sponsor, your organisation will receive the following entitlements:

- Recognition as a Gold Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as a Gold Sponsor (with organisation logo) on the sponsorship and exhibition page of the official Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as a Gold Sponsor on the official sponsorship acknowledgement board onsite
- Two (2) 3m x 3m shell scheme exhibition booths located in a prominent position within the exhibition
- Four (4) exhibitor registrations inclusive of Welcome Reception
- Four (4) Welcome Reception tickets and four (4) Conference Dinner tickets
- One (1) full day hospitality sponsorship – organisation literature placed on catering stations (sponsor to provide material), organisation logo displayed on catering stations, the opportunity to provide a freestanding banner (2m high x 1m wide).
- Logo and 150 word profile in the Program Book
- Company brochure (maximum four x A4 pages per brochure) to be inserted in delegate satchels (sponsor to supply material)
- Use of the Conference logo until end of March 2012
- Verbal acknowledgement as a Gold Sponsor during the Opening and Closing Sessions
- Full page advertising space in the Program Book (artwork to be supplied by sponsor)
- Opportunity to sponsor a SIG session incorporating speaking opportunity (Catering and AV come at an additional cost) – the opportunity to display a freestanding banner (2m high x 1m wide), organisation logo displayed on the AV screen prior to the commencement of the session, two complimentary passes to attend the session, organisation name and logo associated with the session in the Program Book, RSVP's and event management coordinated by the Conference Managers.

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*



## Silver Sponsor

A\$22,000 (incl. GST)

### Maximum Seven (7)

As a Silver Sponsor, your organisation will enjoy a strong alignment with the Conference through the many opportunities for branding and exposure, prior to, during and after the Conference.

As a Silver Sponsor, your organisation will receive the following entitlements:

- Recognition as a Silver Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as a Silver Sponsor (with organisation logo) on the sponsorship and exhibition page of the official Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as a Silver Sponsor on the official sponsorship acknowledgement board onsite
- One (1) 3m x 3m shell scheme exhibition booth
- Two (2) exhibitor registrations inclusive of Welcome Reception
- Two (2) Welcome Reception tickets and two (2) Conference Dinner tickets
- Logo and 100 word profile in the Program Book
- Company brochure (maximum four x A4 pages per brochure) to be inserted in all delegate satchels (sponsor to supply material)
- Use of the Conference Logo until end of March 2012
- Half page advertising space in the Program Book (artwork to be supplied by sponsor)
- Opportunity to sponsor a speaker – the opportunity to display a freestanding banner (2m high x 1m wide), organisation logo displayed on the AV screen prior to the commencement of the session, organisation logo associated with the sponsored speaker in the Program Book, two complimentary passes to attend the session.

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## Bronze Sponsor

A\$9,000 (incl. GST)

As a Bronze Sponsor, your organisation will benefit from being closely associated with the Conference and will receive the following entitlements:

- Recognition as a Bronze Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as a Bronze Sponsor (with organisation logo) on the sponsorship and exhibition page of the official Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as a Bronze Sponsor on the official sponsorship acknowledgement board onsite
- One (1) 3m x 3m shell scheme exhibition booth
- Two (2) exhibitor registrations inclusive of Welcome Reception
- Logo and 50 word profile in the Program Book
- Company brochure (maximum four x A4 pages per brochure) to be inserted in all delegate satchels (sponsor to supply material)
- Use of the Conference Logo until end of March 2012

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*



## Satchel Sponsor

A\$9,000 (incl. GST)

### Exclusive

All delegates attending the Conference will receive an AWMA 2012 Conference Satchel. Sponsorship of the satchel will ensure your logo is continually visible to all delegates throughout the duration of the Conference and beyond. As the Satchel Sponsor you will enjoy the following entitlements:

- Recognition as the Satchel Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Satchel Sponsor (with organisation logo) on the sponsorship & exhibition page of the official Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Satchel Sponsor on the official Sponsorship acknowledgement board onsite
- Logo printed on the satchel along side the Conference logo. The Conference Organising Committee reserves the right to source and select the satchel.
- Company brochure (maximum four x A4 pages per brochure) to be inserted in all delegates' satchels (sponsor to supply material)
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Lanyard/Name Badge Sponsor

A\$9,000 (incl. GST)

### Exclusive

To gain access to the Conference, all delegates are required to wear the official Conference lanyard and name badge. This is an opportunity to have your company logo printed on all name badges and lanyards alongside the Conference logo and gain great exposure throughout the Conference.

- Recognition as the Lanyard/Name Badge Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Lanyard/Name Badge Sponsor (with organisation logo) on the sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Lanyard/Name Badge Sponsor on the official sponsorship acknowledgement board onsite
- Logo printed on all lanyards and name badges along side the Conference logo
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Welcome Reception Sponsor

A\$9,000 (incl. GST)

### Exclusive

The Welcome Reception is a fantastic opportunity for delegates, speakers, sponsors and exhibitors and to network in a relaxed social environment on the first day of AWMA 2012. As the Welcome Reception Sponsor your company will receive the following entitlements:

- Recognition as the Welcome Reception Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Welcome Reception Sponsor (with organisation logo) on the sponsor page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Welcome Reception Sponsor on the official sponsorship acknowledgement board onsite
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location at the Welcome Reception (maximum size 2m high x 1m wide)
- Opportunity for company representative to present a three (3) minute speech at the function (basic audio visual will be provided – additional audio visual is at the expense of the Sponsor)
- Four (4) invitations for company representatives to attend the Welcome Reception only
- Logo in the Program Book

*\*Exposure in Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Internet Centre Sponsor

**A\$9,000 (incl. GST)**

### Exclusive

Delegates will be able to keep in touch with their office via email in a well-equipped multi-stationed Internet Centre. The Internet Centre will be available for the exclusive use of delegates and entitlements include:

- Recognition as the Internet Centre Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Internet Centre Sponsor (with organisation logo) on the sponsorship and Exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Internet Centre Sponsor on the official sponsorship acknowledgement board onsite
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location at the Internet Centre (maximum size 2m high x 1m wide)
- Company corporate literature may be displayed at the Internet Centre (sponsor to supply)
- Opportunity to place branded computer accessories such as mouse pads within the Internet Centre (sponsor to supply)
- Opportunity to provide a branded screen saver or your company logo to be loaded onto the Internet Centre monitors
- The sponsor's website may be displayed as the home page on the Internet Centre monitors
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Program Book Sponsor

**A\$4,500 (incl. GST)**

### Exclusive

The Program Book and all general meeting information will include the Scientific and Social Program. This publication will be a valuable reference tool used by delegates during and after the Conference. The sponsoring company will receive the following entitlements:

- Recognition as the Program Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Program Sponsor (with organisation logo) on the official sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Program Book Sponsor on the official sponsorship acknowledgement board onsite
- Full page advertising space on the outside back cover of the Program Book (artwork to be supplied by sponsor)
- Company name and logo printed on the cover of the Program Book alongside the Conference logo
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*



# Sponsorship Opportunities

## Poster Area Sponsor

A\$4,500 (incl. GST)

### Exclusive

The poster area is an integral part of the Conference and will provide a premium branding and marketing opportunity to demonstrate your support and commitment of continued research and development. The Scientific Poster area will be located on level 1 outside of the main auditorium and will provide the Sponsor with superior levels of exposure during the Conference.

As the Poster Area Sponsor you will enjoy the following entitlements:

- Recognition as the Poster Area Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Poster Area Sponsor (with organisation logo) on the official sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as the Poster Area Sponsor on the official sponsorship acknowledgement board onsite
- Logo in the Program Book
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location at the Scientific Poster display (maximum size 2m high x 1m wide)
- Logo displayed on Poster Boards

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Speaker Sponsor

A\$POA (incl. GST)

A major highlight of the Conference program are sessions presented by renowned international and national Speakers. Due to the popularity of these sessions your company should not miss the opportunity to align yourself with our invited speakers. The Sponsor will receive a copy of the invited speakers list and program to enable their selection.

- Recognition as a Speaker Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as a Speaker Sponsor (with organisation logo) on the official sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Acknowledgement as a Speaker Sponsor on the official sponsorship acknowledgement board onsite
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location in the session room (maximum size 2m high x 1m wide)
- Your organisation logo will be displayed on the projection screen during the sponsored session when the sponsored speaker is presenting
- Logo in the Program Book
- Verbal recognition by the Session Chair directly before and after the sponsored speaker's session
- Two (2) complimentary passes for nominated guests to attend the sponsored session (these passes are for the sponsored session only, attendance to other sessions is not included)
- Company corporate literature may be displayed in the session room (sponsor to supply)

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*



## Plenary Session Sponsor

A\$POA (incl. GST)

Plenary sessions are one of the highlights of the Conference and a significant aspect of the program attended by the majority of delegates, ensuring that your company receives a high level of exposure. The Plenary Session Sponsor will receive the following entitlements:

- Recognition as a Plenary Session Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as a Plenary Session Sponsor (with organisation logo) on the sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page.
- Acknowledgement as a Plenary Session Sponsor on the official Sponsorship acknowledgement board onsite
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location in the sponsored session room (maximum size 2m high x 1m wide) for the duration of the session
- Your organisation logo will be displayed on the projection screen in the session room prior to and at the conclusion of the Sponsored session
- Two (2) complimentary passes for nominated guests to attend the Sponsored session (these passes are for the Sponsored session only, attendance to other sessions is not included)
- Verbal recognition by the session Chair prior to and at the conclusion of the Sponsored session
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Writing Pad Sponsor

A\$1,100 (incl. GST)

### Exclusive

This is an opportunity to provide each delegate with your branded writing pads in the satchels, providing your organisation with exposure that exceeds the duration of the Conference.

Please note the writing pads are to be supplied by the sponsor.

- Recognition as the Writing Pad Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Writing Pad Sponsor (with organisation logo) on the official sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Writing Pads, (sponsor to supply), will be included in all delegate satchels
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

## Pen Sponsor

A\$1,100 (incl. GST)

### Exclusive

This is an opportunity to provide each delegate with your branded pens in the Conference Satchel, providing your organisation with exposure that exceeds the duration of the Conference.

Please note the pens are to be supplied by the sponsor.

- Recognition as the Pen Sponsor (with organisation logo) on all printed Conference material\*
- Recognition as the Pen Sponsor (with organisation logo) on the official sponsorship and exhibition page of the Conference website, including a hyperlink to your organisation's home page
- Pens, (sponsor to supply), will be included in all delegate satchels
- Logo in the Program Book

*\*Exposure in the Conference publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please confirm your participation by the earliest date possible.*

# Advertising

These cost-effective advertising opportunities are an effective medium to communicate your corporate message and products/services to the delegates.

## Satchel Insert **A\$1,100 (incl. GST)**

Your organisation may provide promotional material which will be included in all delegate satchels.

- Company brochure (maximum four x A4 pages per brochure) to be inserted in all delegate satchels (sponsor to supply material)



## Program Book

The Program Book will be a valuable reference tool used by delegates throughout the Conference. The publication will contain full details covering the scientific program, together with exhibition and session details as well as information covering the Conference social events.

**Deadline for booking: 27 January 2012**

**Deadline for artwork: 27 January 2012**

### Advertising Rates

Size	Cost
Full Page	A\$ 1,750
Half Page	A\$ 990

## Trade Exhibition

The AWMA 2012 trade exhibition will run in conjunction with the Conference Program. The trade exhibition has been designed to provide the best possible promotional opportunities to participating organisations. With refreshment breaks being served in the area, the exhibition will give you the best opportunity to promote your products and services to delegates.

Space is limited so to secure your booking and avoid disappointment contact the AWMA 2012 Conference Managers as soon as possible.

## Why Participate?

The AWMA 2012 trade exhibition will provide an exceptional opportunity to promote your products and services in a face-to-face environment, thereby furthering your sales and marketing objectives. There's no better way than a trade exhibition to:

- Build new and strengthen existing relationships
- Acquire highly qualified leads
- Increase brand awareness
- Meet the decision makers
- Demonstrate new devices and services
- Gain instant market feedback
- Obtain first-hand market knowledge of developments in your industry
- Discuss development of key points raised at the Conference

## The Venue

The trade exhibition will be held in Hall 6 at the Sydney Convention and Exhibition Centre. Hall 6 will also house Conference catering.



## Exhibition Stand Details

### Shell Scheme Stand Package per 3m x 3m block

**A\$4,000 (incl GST)**



*Diagram of standard 3m x 3m shell scheme*

Each shell scheme stand package includes the following:

- Shell scheme stand 3m wide x 3m deep (9m<sup>2</sup>)
- White octanorm panels 2.4m high
- Company name in vinyl lettering on fascia board
- Two (2) x 150 watt spotlights
- One (1) x 4 amp power point
- The venue is carpeted

## Stand Upgrade Designs and Ideas

We encourage exhibitors to be innovative with their displays and to offer live demonstrations and hands-on technical sessions. Giveaways, stand design, competitions and signage are all ways to improve the look and appeal of your promotion.

If you would like to install a custom stand and are concerned about costs and design concepts, the Conference Managers have developed an easy step by step process and a series of cost effective stand upgrade packages to suit all budgets. To further discuss your needs contact the Exhibition Coordinator Jo Sloan at [jsloan@arinex.com.au](mailto:jsloan@arinex.com.au).

Please note the stand upgrade option is in addition to the exhibition shell scheme.



## Exhibition Shell Scheme Stand Package

### Standard Entitlements

- A comprehensive exhibition manual approximately three months before the Conference
- Company name listed on the sponsorship and exhibition page of Conference website
- A '50 word' company profile in the Program Book
- One exhibitor pass, which entitles the holder to:
  - Morning and afternoon refreshment breaks/lunch
  - Satchel, including delegate list\*\*
  - Program Book
  - One (1) ticket to the Welcome Reception
  - Access to all Conference Sessions

*\*\*This list will be provided at the beginning of the Conference. Such lists will exclude any delegates who have withheld permission to publish their details in accordance with the Australian Privacy Act.*



# Exhibition Stand Details

## Additional Staff Passes

- Additional registrations may be purchased from the Conference Managers. The cost is \$415.00 per person. The fee will provide a name badge, attendance to the Welcome Reception, access to lunch and the morning and afternoon tea and coffee breaks during the Conference.
- Additional exhibition staff wishing to attend Conference sessions, must register as a Conference delegate and pay the appropriate registration fee.

## Exhibition Manual

An exhibition manual will be distributed to all exhibitors approximately three months prior to the Exhibition. The manual will contain exhibitor registration and exhibitor pass order forms, the move-in/move-out schedule and supplier contact details and professional tips and advice on how to achieve the best return on your investment.

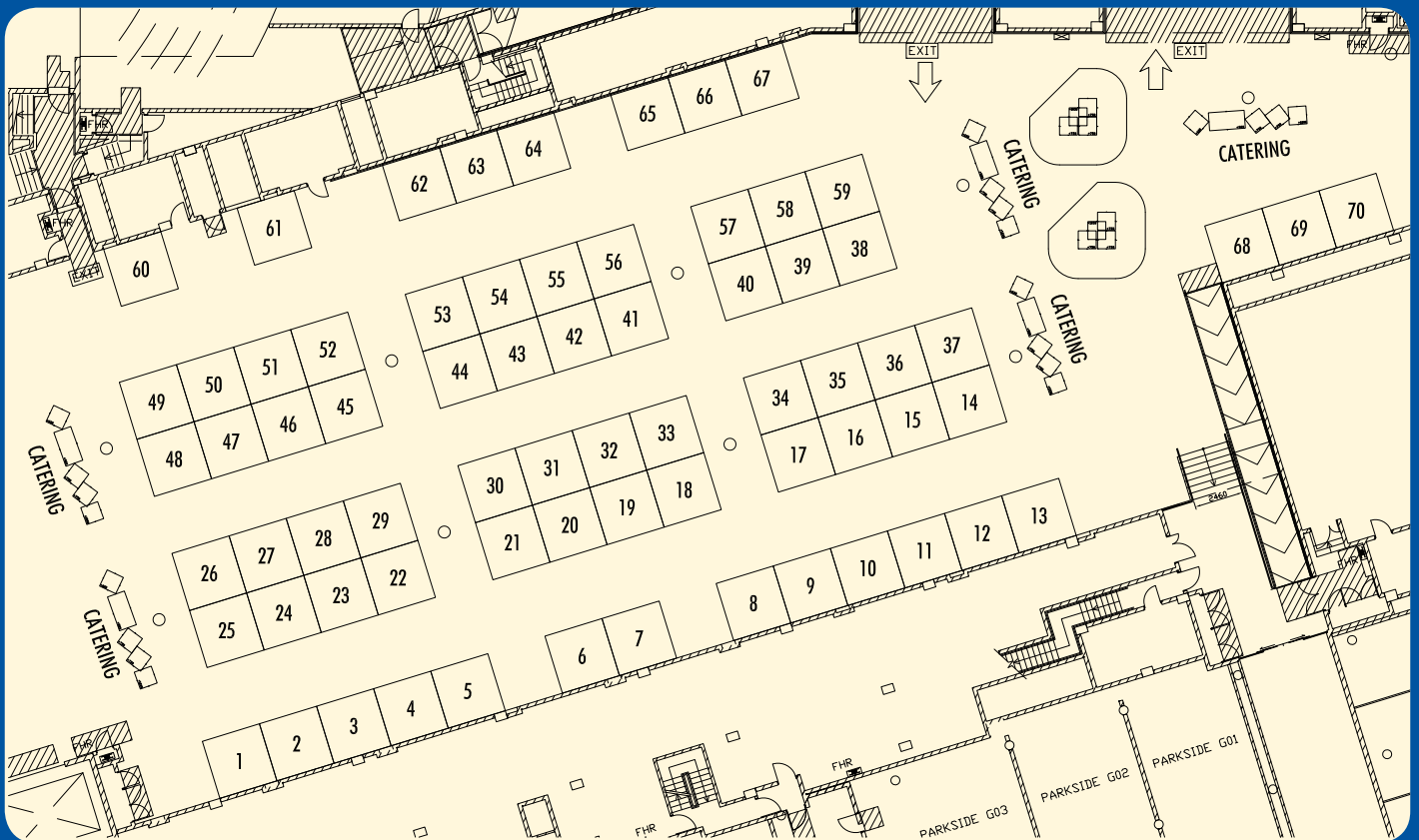
## Custom Stand Information – Important!

Please note that the maximum ceiling height in Hall 6 of the SCEC is 3.5m. Please don't hesitate to contact the Conference Managers to discuss if this should pose an issue for your custom stand.

## Public and Product Liability Insurance

It is a requirement of the Conference Managers that all exhibitors have adequate public and product liability insurance cover based on a limit of indemnity to the value of A\$10 million or above. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand. Exhibitors are required to submit their public liability insurance certificate along with their booking form. To assist you in locating your certificate within your organisation – it can often be found with the accounts/finance departments and is also often referred to as 'Broadform'.

## Floor Plan *Note: Floor plan is subject to change*



# Sponsorship, Advertising and Exhibition BOOKING FORM

AWMA 2012 Conference  
18 – 21 March 2012  
Sydney Convention and Exhibition Centre

**Sponsorship & Exhibitions Account Manager**  
**AWMA 2012**  
**arinex pty limited**  
GPO Box 128 Sydney NSW 2001, Australia

**Tel:** +61 2 9265 0700  
**Fax:** +61 2 9267 5443  
**Email:** ncadey@arinex.com.au  
**Web:** www.awma2012.com

## A. SPONSORSHIP PACKAGE(S) REQUESTED

**COST A\$**

1. ....

2. ....

## B. EXHIBITION BOOTH REQUESTED

### Space & Shell Scheme

3m x 3m (9sqm) single booth  A\$4,000 (incl. GST)

**Booth Position (number)** (refer to floor plan)

**1st choice:** ..... **2nd choice:** ..... **3rd choice:** ..... **COST A\$:** .....

Please indicate companies you do not wish to be placed near: .....

<b>AMOUNT PAYABLE A &amp; B</b>	<b>A\$</b>
50% deposit payable 30 days from date of invoice <b>(Balance due: 18 January 2012) (incl. GST)</b>	<b>A\$</b>

**Organisation name** (for marketing purposes):

**Organisation name** (for invoicing purposes):

**Address:**

<b>City:</b>	<b>State:</b>	<b>Post Code:</b>
<b>Country:</b>		
<b>Sponsor/Exhibitor Contact:</b>		
<b>Position:</b>		
<b>Tel:</b>	<b>Mobile:</b>	
<b>Email:</b>	<b>Website:</b>	

## PAYMENT DETAILS (please tick)

- We wish to pay via company cheque. Note all cheques must be made payable to: arinex pty limited on behalf of AWMA 2012, and should be forwarded to the Conference Managers at the above address.
- We wish to pay via EFT. Bank details will be provided by the Conference Managers with your tax invoice.
- MasterCard  VISA  American Express

<b>Credit Card Number:</b>																		<b>Expiry Date:</b>	/
<b>Name on Card:</b>																			<b>Signature:</b>



PLEASE SIGN AND RETURN THE TERMS & CONDITIONS OTHERWISE WE CANNOT ACCEPT YOUR BOOKING

## → SPONSORSHIP BOOKING TERMS & CONDITIONS

1. The Australian Goods and Services Tax (GST) at 10% is applicable to all goods and services offered by the Conference Managers and all prices in this document are inclusive of the GST. GST is calculated at the date of publication of this document. The Conference Managers reserve the right to vary the quoted prices in accordance with any movements in the legislated rate of the GST.
2. Sponsorship will be allocated only on receipt of a signed Booking Form. A letter of confirmation will be provided to confirm the booking, together with a tax invoice for the required 50% deposit. The deposit is payable 30 days from the date of the tax invoice. The balance is due and payable by **18 January 2012**. Applications received after **18 January 2012** must include full payment.
3. **All monies are payable in Australian dollars.** Cheques should be made payable to arinex on behalf of AWMA 2012 and must be drawn on an Australian bank.
4. All monies due and payable must be received (and cheques cleared) by the Conference Managers prior to the event. No company will be listed as a Sponsor in any official meeting material until full payment and a booking form have been received by the Conference Managers.
5. **CANCELLATION POLICY:** In the event of cancellation, a service fee of 50% of total fees applies for cancellations prior to **18 October 2011**. No refunds will be made for cancellations after this date. After Sponsorship has been confirmed and accepted, a reduction in Sponsorship is considered a cancellation and will be governed by the above cancellation policy.
6. No Sponsor shall assign, sublet or apportion the whole or any part of their Sponsorship package except upon prior written consent of the Conference Managers.
7. Sponsorship monies will facilitate towards the successful planning and promotion of the meeting in addition to subsidising the cost of management, communication, Invited Speakers, program and publications. Sponsorship monies are not expended on any entertainment incurred which is incidental to the activities of the Conference.
8. Sponsorship entitlements including organisation logo on the Conference website and other marketing material will be delivered upon receipt of the required deposit/full payment.
9. Privacy Statement – YES I consent to my details being shared with suppliers and contractors of the event to assist with my participation, being included in participant lists and for the information distribution in respect to other relevant events organised by **arinex pty limited**.

NO, I do not consent.

Yes I have read and agree to the conditions of sale above.

Authorised by: .....

Date: .....

Sponsorship & Exhibitions Account Manager  
AWMA 2012

**arinex pty limited**

GPO Box 128 Sydney NSW 2001, Australia

**Tel:** +61 2 9265 0700

**Fax:** +61 2 9267 5443

**Email:** [ncadey@arinex.com.au](mailto:ncadey@arinex.com.au)

**Web:** [www.awma2012.com](http://www.awma2012.com)

[www.awma2012.com](http://www.awma2012.com)

## → EXHIBITION BOOKING TERMS & CONDITIONS

1. The Australian Goods and Services Tax (GST) at 10% is applicable to all goods and services offered by the Conference Managers and all prices in this document are inclusive of the GST. GST is calculated at the date of publication of this document. The Conference Managers reserve the right to vary the quoted prices in accordance with any movements in the legislated rate of the GST.
2. Exhibition booths will be allocated only on receipt of signed Booking Forms. A letter of confirmation will be provided to confirm the booking, together with a tax invoice for the required 50% deposit. The deposit is payable 30 days from the date of the tax invoice. The balance is due and payable by **18 January 2012**. Applications received after **18 January 2012**, must include full payment.
3. **All monies are payable in Australian dollars.** Cheques should be made payable to arinex on behalf of AWMA 2012 and must be drawn on an Australian bank.
4. All monies due and payable must be received (and cheques cleared) by the Conference Managers prior to the event. No Exhibitor will be allowed to begin move-in operations or be listed as an Exhibitor in the on-site publications until full payment and a booking form have been received by the Conference Managers.
5. Public Liability insurance to a minimum of A\$10 million must be taken out by each Exhibitor at their own expense. A copy of the company's public and product liability certificate must be submitted to the Conference Managers at the time of submitting their booking form or by no later than **18 January 2012**.
6. **CANCELLATION POLICY:** In the event of cancellation, a service fee of A\$1,000.00 applies per 9 square metre space or shell scheme stand booking to cancellations on or before **18 October 2011**. No refunds will be made for cancellations after this date. After space has been confirmed and accepted, a reduction in space is considered a cancellation and will be governed by the above cancellation policy. Reduction in space can result in relocation of exhibit space at the discretion of the Conference Managers. Any space not claimed and occupied before the end of set up time on **20 March 2012** will be reassigned without refund.
7. The Conference Managers reserve the right to rearrange the floor plan and/or relocate any exhibit without notice. The Conference Managers will not discount or refund for any facilities not used or required.
8. If it is intended to utilise a custom built stand, the Conference Managers must be advised and such advice must include full details and stand dimensions. This information must be received by no later than **18 January 2012**. All display construction requires the approval of the Conference Managers and venue management. A pro rata fee will apply if any construction occupies space outside the specified space as indicated on the floor plan.
9. No Exhibitor shall assign, sublet or apportion the whole or any part of their booked space except upon prior written consent of the Conference Managers.
10. Privacy Statement – YES I consent to my details being shared with suppliers and contractors of the event to assist with my participation, being included in participant lists and for the information distribution in respect to other relevant events organised by **arinex pty limited**.

NO, I do not consent.

Yes I have read and agree to the conditions of sale above.

Authorised by: .....

Date: .....

