



# PIANC APAC 2022

2ND PIANC ASIA PACIFIC CONFERENCE  
LEADERS AND PROFESSIONALS  
COMING TOGETHER  
4 - 7 SEPTEMBER 2022  
MELBOURNE, AUSTRALIA  
[www.piancapac.com](http://www.piancapac.com)

## SPONSORSHIP AND TRADE EXHIBITION PROSPECTUS

### Welcome

PIANC APAC is the biennial forum for all PIANC members from Asia Pacific and beyond focusing on harbours, ports and recreational boating in the region. Non PIANC members are also welcome. The inaugural PIANC APAC Conference was held in Fremantle, WA in December 2020.

Our conference theme “Leaders and Professionals Coming Together” reflects PIANC’s mission to bring together ports, harbour and recreational boating professionals to an international forum, and the opportunities for our members to become leaders in the industry. As our first opportunity to all come together in person for a couple of years, we hope you’ll join us.

PIANC APAC 2022 will bring together engineers, planners, scientists and researchers to focus on the technological, scientific, policy, planning, design and operational issues related to our diverse and developing ports, harbours and recreational boating facilities. The second in an eminent conference series, PIANC APAC 2022 follows on from the success of APAC 2020 in Fremantle, Western Australia and will be hosted in the lively city of Melbourne, Victoria.

The 2<sup>nd</sup> Biennial PIANC APAC Conference will be held from 4-7 September 2022 at the Pullman Melbourne on the Park, Melbourne. During the Conference, PIANC APAC 2022 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 Dinner is planned with multiple PIANC awards to be presented. In addition, technical tours and networking events will form part of the conference.

### Conference Schedule:

<b>Sunday 4<sup>th</sup> September 2022</b>	Exhibitor Bump-in Welcome Reception and Exhibition Opening
<b>Monday 5<sup>th</sup> September 2022</b>	Conference Sessions Exhibition YP Networking Event
<b>Tuesday 6<sup>th</sup> September 2022</b>	Conference Sessions Exhibition & Exhibitor Bump-out Gala Dinner
<b>Wednesday 7<sup>th</sup> September 2022</b>	Technical Tours



## Sponsorship Opportunities

A number of sponsorship opportunities are available at PIANC APAC 2022, giving your organisation the opportunity to raise your profile within the Asia Pacific ports, harbours and recreational boating sectors. All daytime catering, as well as the Welcome Reception, will be held in the exhibition area to promote maximum networking with conference delegates.

## Conference Location

### Melbourne

Victoria's capital, Melbourne, sits on the Yarra River and around the shores of Port Phillip Bay. Lauded for its sense of style and elegance, Melbourne boasts glamorous festivals and events, Australia's best shopping, a lively passion for eating and drinking, and a flourishing interest in the arts. Restored and preserved nineteenth-century architecture, built following the discovery of gold, provides a heady reminder of a prosperous age, while beautifully tended parks and gardens present a therapeutic respite from the pace of city life.

The city centre, also known as the Central Business District (CBD), is on the north bank of the Yarra River. The heart of the city is marked by Bourke Street Mall which is situated between Swanston Street and Elizabeth Street, running north to south. Bourke Street and Collins Street are the main roads running west to east.

**For more information on Melbourne and the surrounding areas**, please go to the Visit Melbourne website: [www.visitmelbourne.com](http://www.visitmelbourne.com)

Further information on getting to and around Melbourne please visit <https://www.visitmelbourne.com/regions/melbourne/travel-information>

### Conference Venue

#### **Pullman Melbourne on the Park**

192 Wellington Parade, East Melbourne, VIC, 3002

<https://www.pullmanonthepark.com.au/>

Pullman Melbourne on the Park stands on the threshold of Melbourne's business, dining, sports and cultural precincts. Be inspired by Melbourne's entrepreneurs and creative thinkers only minutes away by tram or train, where culture, business, cuisine and sports hubs combine to make Melbourne a city of innovation. Take the scenic route and clear your head space with a refreshing walk through Fitzroy Gardens, or step across the road to reach the MCG, Rod Laver Arena and Melbourne and Olympic Parks for sports events and concerts.

Need to connect with projects and people? Get comfortable in the ground floor connectivity lounge, with high speed Wi-Fi and a creativity-conducive environment, which includes flexible seating options and multiple connection points for either collaborative or solo efforts. Need more privacy to work? Wi-Fi is available throughout the hotel. Experience the countless diverse and vibrant restaurants in the CBD, only minutes from Pullman Melbourne on the Park.



## Outline of Sponsorship Opportunities Available

Package	Package
Platinum Sponsor (\$12,500)	Notepad Sponsor (\$650)
Gold Sponsor (\$8,500)	Pen Sponsor (\$650)
Silver Sponsor (\$5,500)	Satchel Insert (\$650)
Bronze Sponsor (\$3,500)	Trade Exhibition Booth (\$3,995)
Supporting Sponsor (\$2,500)	

*All prices listed are in Australian dollars, and inclusive of GST*

### SPONSORSHIP OPPORTUNITIES

#### PLATINUM SPONSOR \$12,500

Four opportunities available (must be from non-competing organisations)

##### Benefits:

- Three complimentary full conference registrations (including Welcome Reception and Conference Dinner)
- Three additional Conference Dinner tickets
- 20% discount on additional full conference registrations purchased
- 20% discount on purchase of one exhibition booth
- Acknowledgement as a Platinum Sponsor in opening plenary session
- Optional three minute speaking opportunity (session allocation to be determined by Conference Organising Committee)
- Banner displayed in main plenary room (standard pull-up banner size, supplied by sponsor)
- Two satchel inserts
- Organisation logo on sponsor signage at conference venue
- Organisation logo on session slides
- Organisation logo on cover of Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 300 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



### GOLD SPONSOR – CONFERENCE DINNER \$8,500

Only one opportunity available

#### Benefits:

- Two complimentary full conference registrations (including Welcome Reception and Conference Dinner)
- Two additional Conference Dinner tickets
- 10% discount on additional full conference registrations purchased
- 10% discount on purchase of one exhibition booth
- Acknowledgement as a Gold Sponsor in opening plenary session
- Optional three minute speaking opportunity during the Conference Dinner
- Banner displayed at Conference Dinner (standard size pull-up banner, supplied by sponsor)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo on Conference Dinner tickets
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 150 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### GOLD SPONSOR – WELCOME RECEPTION \$8,500

Only one opportunity available

#### Benefits:

- Two complimentary full conference registrations (including Welcome Reception and Conference Dinner)
- Two additional Welcome Reception tickets
- 10% discount on additional full conference registrations purchased
- 10% discount on purchase of one exhibition booth
- Acknowledgement as a Gold Sponsor in opening plenary session
- Optional three minute speaking opportunity during the Welcome Reception
- Banner displayed at Welcome Reception (standard pull-up banner size, supplied by sponsor)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo on Welcome Reception tickets
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 150 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



### SILVER SPONSOR – YOUNG PROFESSIONALS NETWORKING FUNCTION \$5,500

Only one opportunity available

#### Benefits:

- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- Organisation logo printed on YP Networking Function Tickets
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### SILVER SPONSOR – TECHNICAL TOURS \$5,500

Only one opportunity available

#### Benefits:

- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- Optional three minute speaking opportunity during each of the Technical Tours
- Organisation logo printed on bus signs for Technical Tours
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo on Technical Tour tickets
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### SILVER SPONSOR – SACHELS \$5,500

Only one opportunity available

#### Benefits:

- Organisation logo printed on conference satchels (with conference logo)
- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



### SILVER SPONSOR – LANYARDS \$5,500

Only one opportunity available

**Benefits:**

- Organisation logo printed on lanyards (with conference logo)
- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### SILVER SPONSOR – CONFERENCE APP \$5,500

Only one opportunity available

**Benefits:**

- Organisation logo featured prominently on Conference App
- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### SILVER SPONSOR – KEYNOTE SPEAKER \$5,500

Two opportunities available

**Benefits:**

- Organisation logo featured on introduction slide for Keynote Speaker
- Organisation name listed as sponsor of Keynote Speaker in conference program
- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- 10% discount on purchase of one exhibition booth
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



### BRONZE SPONSOR – WiFi \$3,500

Only one opportunity available

**Benefits:**

- Organisation logo printed on WiFi access details cards (included in conference satchels)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### BRONZE SPONSOR – TECHNICAL STREAM \$3,500

Four opportunities available

**Benefits:**

- Opportunity to provide input or a person for consideration for the position of chairperson(s) within all sessions of the sponsored stream (subject to approval of 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 organisation
- Banner displayed in sponsored session room (standard pull-up banner size, supplied by sponsor)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### BRONZE SPONSOR – COFFEE CART \$3,500

Only one opportunity available (coffee cart open for arrival coffee each morning only)

**Benefits:**

- Organisation logo printed on coffee cart signs
- Opportunity to have coffee cart placed next to purchased exhibition booth (subject to floorplan and venue approval)
- Option to provide branded coffee cups (at sponsor's expense)
- Banner displayed behind coffee cart (standard pull-up banner size, supplied by sponsor)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



### SUPPORTING SPONSOR – \$2,500

Unlimited opportunities

**Benefits:**

- One complimentary full conference registration (including Welcome Reception and Conference Dinner)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### NOTEPAD SPONSOR – \$650

Only one opportunity available (first right of refusal to satchel sponsor)

Opportunity to provide branded (supplied by sponsor) for inclusion in delegate satchels. Notepads minimum A5 size, 50 sheets.

### PEN SPONSOR – \$650

Only one opportunity available (first right of refusal to satchel sponsor)

Opportunity to provide branded pens (supplied by sponsor) for inclusion in delegate satchels.

### SACHEL INSERT – \$650

Unlimited Opportunities

Opportunity to provide one item for inclusion in delegate satchels. One double sided flyer (up to A4 size) is allowed. Other promotional items are subject to approval. Please email details to [jayne@eastcoastconferences.com.au](mailto:jayne@eastcoastconferences.com.au).



## TRADE EXHIBITION BOOTH - \$3,995

The 2<sup>nd</sup> PIANC APAC 2022 Conference trade exhibition will be held in a high traffic area specifically designed to showcase industry products and services to achieve maximum interaction with conference participants.

The trade exhibition will be located in the secure foyer outside the conference session rooms at the Pullman Melbourne on the Park for the full duration of the conference program.

Lunches, morning and afternoon teas, and the Welcome Reception, will be held within the trade exhibition area, providing excellent networking opportunities for delegates and exhibitors alike.

### Trade Exhibition Package Inclusions

- One complimentary full conference registration (includes access to conference sessions, daytime catering, Welcome Reception and Conference Dinner)
- One additional exhibitor pass (exhibition access only, includes daytime catering and Welcome Reception)
- Organisation logo in Abstract Book (PDF document sent electronically to delegates prior to the conference)
- Organisation logo, 100 word profile and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

### Trade Exhibition Booth Inclusions

Each trade exhibition booth 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 covered trestle table
- 2 x chairs

### Additional Exhibitor Passes

Additional Exhibitor passes can be purchased for representatives who will only be staffing the exhibition booth, and not attending any of the conference presentations. The cost of each additional exhibitor pass is \$400 and includes daytime catering and one ticket to the Welcome Reception. Conference Dinner tickets can be purchased separately. Representatives wishing to attend any of the conference sessions will need to register at normal registration rates.

## SPONSORSHIP AND TRADE EXHIBITION TERMS AND CONDITIONS

### **To Confirm Sponsorship / Exhibition Booking**

To confirm sponsorship / exhibition booking, please complete the 'Sponsorship and Trade Exhibition Booking Form' and return to [jayne@eastcoastconferences.com.au](mailto:jayne@eastcoastconferences.com.au). A tax invoice will then be sent to you for processing. Benefits will only be confirmed once full payment has been received.

### **Trade Exhibition Booth Allocations**

Trade Exhibition Booth location preferences will be allocated in order of payment received. Once payment has been confirmed, exhibitors will be asked to nominate three preferences from available booths on the floorplan at that time. Requests for exhibition booths will be managed by East Coast Conferences.

### **Payment**

Full payment is due at the time of application. All prices are listed in Australian dollars and include GST.

### **Cancellations and Refunds**

Once a booking form has been received, any cancellation must be made in writing to East Coast Conferences. If the cancellation is received on or before Friday 24<sup>th</sup> June 2022, a cancellation fee of 25% of the total fees will be retained/due. Cancellations after this date will not receive any refund, and any outstanding fees at the time of cancellation must be paid in full. These cancellation terms apply whether or not payment has been received at the time of the cancellation. By submitting the application form, you are agreeing to these terms.

### **Public and Product Liability Insurance**

Australian regulations require all exhibitors to have adequate Public and Product Liability Insurance cover based on a limit of indemnity to the value of AUD \$20 million or above. This refers to damage or injury caused to third parties / visitors on or in the vicinity of an exhibition area. Please ensure a copy of your current Public Liability Insurance Certificate of Currency is forwarded to [jayne@eastcoastconferences.com.au](mailto:jayne@eastcoastconferences.com.au) with your booking form.

### **Disclaimer**

Every effort has been made to present all the information contained in this document as accurately as possible. The organisers do not accept any liability for any inaccuracy, or mis-description, for any delay or damage, including personal injury or death, howsoever caused resulting from or arising out of reliance upon any general or specific information published in this document. The Organisers reserve the right to alter any or all of these details.





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## SPONSORSHIP AND TRADE EXHIBITION BOOKING FORM

Name:	
Organisation:	
Position:	
Address:	
Town / Suburb:	
State:	
Postcode:	
Daytime Phone:	
Email:	
Website:	

**Sponsorship / Exhibition package (please tick).** All prices are listed in Australian dollars and include GST

Package	✓	Package	✓
Platinum Sponsor (\$12,500)		Bronze Sponsor – WiFi (\$3,500)	
Gold Sponsor – Conference Dinner (\$8,500)		Bronze Sponsor – Technical Stream (\$3,500)	
Gold Sponsor – Welcome Reception (\$8,500)		Bronze Sponsor – Coffee Cart (\$3,500)	
Silver Sponsor – YP Networking Function (\$5,500)		Supporting Sponsor (\$2,500)	
Silver Sponsor – Technical Tours (\$5,500)		Notepad Sponsor (\$650)	
Silver Sponsor – Satchels (\$5,500)		Pen Sponsor (\$650)	
Silver Sponsor – Lanyards (\$5,500)		Satchel Insert (\$650)	
Silver Sponsor – Conference App (\$5,500)		Trade Exhibition Booth (\$3,995) (discount will be applied if applicable)	
Silver Sponsor – Keynote Speaker (\$5,500)			

Signature: ..... Date: .....

Please return completed form to:

Jayne Hindle, Amy McIntosh, Jasmine Durbidge  
Conference Managers – PIANC APAC 2022 Conference  
East Coast Conferences, PO Box 848 Coffs Harbour NSW 2450 ABN 56 515 955 798  
T: (02) 6650 9800 M: 0423 497 038 E: [jayne@eastcoastconferences.com.au](mailto:jayne@eastcoastconferences.com.au)



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