



PIANC APAC 2024

3RD PIANC ASIA PACIFIC
CONFERENCE

27-30 AUGUST 2024

SYDNEY, AUSTRALIA

www.piancapac.com

Connecting Asia Pacific ports in a changing world

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, followed by a successful 2nd Conference in Melbourne, VIC in September 2022.

PIANC APAC 2024 will build on the success of the previous two conferences, and as it will be hosted in the thriving metropolis of Sydney, we are expecting it to be the biggest yet! The conference 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 3rd Biennial PIANC APAC Conference will be held from 27-30 August 2024 at the Sofitel Sydney Wentworth Hotel, in the heart of Sydney’s CBD. During the Conference, PIANC APAC 2024 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:

| | |
|--|---|
| Tuesday 27th August 2024 | Exhibitor Bump-in Welcome Reception and Exhibition Opening |
| Wednesday 28th August 2024 | Conference Sessions Exhibition YP Networking Event |
| Thursday 29th August 2024 | Conference Sessions Exhibition & Exhibitor Bump-out Gala Dinner |
| Friday 30th August 2024 | Technical Tours |



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Sponsorship Opportunities

A number of sponsorship opportunities are available at PIANC APAC 2024, 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

Sydney

Sydney is one of the world's most loved cities and it has a lively and vibrant buzz that makes it the ultimate destination throughout the year. There are always plenty of things to do in Sydney – from world-class dining, shows and entertainment, to sightseeing and great walks or fun in the sand at one of Sydney's idyllic beaches.

Discover Australia's most beautiful city, from the iconic Sydney Opera House to the sparkling blue harbour, exhilarating entertainment, delicious restaurants and historic heritage. In the heart of this vibrant city, you can even visit king penguins in an aquarium and meet cuddly koalas in a zoo.

The city is teeming with attractions and tours. Begin your journey at Circular Quay with the Sydney Opera House, next to the Royal Botanic Garden, a tranquil oasis for picnics and unforgettable views of the World Heritage-listed building and Sydney Harbour, a great waterway for sailing and cruising. Stroll to the western side of the quay for The Rocks, the oldest part of Sydney, where cobbled laneways of the convict colony remain. You'll find plenty of things to do and see in The Rocks with markets, the Museum of Contemporary Art Australia, walking tours and Australia's oldest pubs.

You can climb the Sydney Harbour Bridge with BridgeClimb Sydney. A beautiful harbour foreshore walk is from Campbells Cove, in The Rocks, under the bridge to Walsh Bay – home to world-class theatre and dance at the Roslyn Packer Theatre – and around Barangaroo's pretty parkland. In Darling Harbour meet penguins and sharks at SEA LIFE Sydney Aquarium and get up close to koalas and a giant saltwater crocodile at WILD LIFE Sydney Zoo. Amble across to Pyrmont for blockbuster shows at Sydney Lyric in The Star and the freshest seafood at Sydney Fish Market.

Sydney dazzles day and night. For spectacular views, experience Skywalk at Sydney Tower Eye, near Pitt Street Mall. Check out the exciting events calendar, explore wonderful galleries and museums, and dine on a heritage timber wharf in Woolloomooloo or sip teapot cocktails in lively Kings Cross. For further information on Sydney please visit: www.sydney.com



Conference Venue

Sofitel Sydney Wentworth

61-101 Phillip Street Sydney, NSW, Australia, 2000

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

Sofitel Sydney Wentworth's luxurious interiors combined with its renowned personalised service provide a level of comfort and sophistication you won't find at other 5-star hotels in Sydney. Sofitel Sydney Wentworth is also home to the **largest 5-star meeting facility in the city** with 15 conference rooms accommodating up to 750 people. On Level 5, you'll find Club Lounge, the hotel's **exclusive executive lounge** where a refined experience awaits, inclusive of savouring evening canapes and drinks. Club Lounge is open daily, Monday to Friday from 6.30am to 9pm and from 7am to 9pm during weekends and public holidays.

With a vibrant cultural scene and perfect location to Sydney's best attractions, experience a Sydney luxury hotel with **access to the best of Sydney's dining, shopping and cultural experiences**. The hotel also offers **direct access to all stations with easy transportation to the airport with a** only 20-minute drive from Sydney's Kingsford Smith Airport and 500 metres from the nearest ferry, train and bus stops. For guests who wish to experience Sydney's iconic tourist attractions, activities and things to do, this CBD hotel is near the Royal Botanic Gardens, Sydney Harbour, The Rocks, Circular Quay and more.

Outline of Sponsorship Opportunities Available

| Package | Package |
|------------------------------|----------------------------------|
| Platinum Sponsor (\$13,500) | Notebook Sponsor (\$700) |
| Gold Sponsor (\$9,000) | Pen Sponsor (\$700) |
| Silver Sponsor (\$5,800) | Satchel Insert (\$700) |
| Bronze Sponsor (\$3,750) | Trade Exhibition Booth (\$4,100) |
| Supporting Sponsor (\$2,700) | |

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



SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR \$13,500 SOLD

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 featured on banner of Conference App
- 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 \$9,000 SOLD

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 included in Conference App
- 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 \$9,000 SOLD

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 included in Conference App
- 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 \$5,800

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 included in Conference App
- 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 TOUR (PORT BOTANY) \$5,800

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 the Port Botany Technical Tour
- Organisation logo printed on bus signs for Port Botany Technical Tour
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo on Port Botany Technical Tour tickets
- Organisation logo included in Conference App
- 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 \$5,800 **SOLD**

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 included in Conference App
- 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 \$5,800 **SOLD**

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 included in Conference App
- 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 \$5,800 **SOLD**

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, 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 \$5,800

Two opportunities available (subject to program)

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 included in Conference App
- 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 – CARBON OFFSET \$5,800 SOLD

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 on home page of conference website as carbon offset sponsor (after Greenfleet spiel)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo included in Conference App
- 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 \$3,750 SOLD

Only one opportunity available

Benefits:

- Organisation logo printed on WiFi access details cards (included in name badges)
- One satchel insert
- Organisation logo on sponsor signage at conference venue
- Organisation logo included in Conference App
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

BRONZE SPONSOR – TECHNICAL STREAM \$3,750

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 included in Conference App
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



BRONZE SPONSOR – COFFEE CART \$3,750 **SOLD**

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 included in Conference App
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)

SUPPORTING SPONSOR – \$2,700

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 included in Conference App
- Organisation logo and hyperlink on conference website
- List of delegates provided at conclusion of conference (subject to Privacy Act conditions)



NOTEPAD SPONSOR – \$700

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 – \$700

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 – \$700

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.



TRADE EXHIBITION BOOTH - \$4,100

The 3rd PIANC APAC 2024 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 Sofitel Sydney Wentworth Hotel 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, Conference Dinner, Technical Tour)
- One additional exhibitor pass (exhibition access only, includes daytime catering and Welcome Reception)
- Organisation logo included in Conference App
- 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 \$480 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. 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 28th June 2024, 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 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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SYDNEY, AUSTRALIA

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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 (\$13,500) | | Bronze Sponsor – WiFi (\$3,750) | |
| Gold Sponsor – Conference Dinner (\$9,000) | | Bronze Sponsor – Technical Stream (\$3,750) | |
| Gold Sponsor – Welcome Reception (\$9,000) | | Bronze Sponsor – Coffee Cart (\$3,750) | |
| Silver Sponsor – YP Networking Function (\$5,800) | | Supporting Sponsor (\$2,700) | |
| Silver Sponsor – Technical Tours (\$5,800) | | Notepad Sponsor (\$700) | |
| Silver Sponsor – Satchels (\$5,800) | | Pen Sponsor (\$700) | |
| Silver Sponsor – Lanyards (\$5,800) | | Satchel Insert (\$700) | |
| Silver Sponsor – Conference App (\$5,800) | | Trade Exhibition Booth (\$4,100) (discount will be applied if applicable) | |
| Silver Sponsor – Keynote Speaker (\$5,800) | | | |
| Silver Sponsor – Carbon Offset (\$5,800) | | | |

Signature: Date:

Please return completed form to:

Jayne Hindle, Amy McIntosh, Jasmine Durbidge
Conference Managers – PIANC APAC 2024 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



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