



**CECAR 5**

**ASEC 2010**

**INNOVATIVE COMMUNITY BUILDING**

The 5th Civil Engineering Conference in the Asian Region  
and Australasian Structural Engineering Conference 2010

8 - 12 August 2010 | Sydney Convention and Exhibition Centre | Australia

[www.cecar5.com](http://www.cecar5.com)

Platinum Partner:



Partnership Prospectus



Supported by:





## FOREWORD

It is with great pleasure that we, on behalf of Engineers Australia present the following partnership prospectus for CECAR 5 and ASEC 2010 international conference to be held in Sydney 9-12 August 2010.

The International Civil Engineering Conference in the Asian Region (CECAR), together with the Australasian Structural Engineering Conference (ASEC 2010) will attract 600-800 delegates for this high quality three day event, attracting a diverse range of civil and structural engineering practitioners, students, academia and industry.

This partnership with Engineers Australia to deliver CECAR 5 and ASEC 2010 will enable your organisation to promote extensively your brand and key messages not only to the 600-800 delegates attending but across a medium of websites, publications and interaction across industry.

The theme for the 2010 international conference is *Innovative Community Building*. This will be an opportunity to discuss innovative civil and structural engineering practices and projects and to network with colleagues.

This prospectus details the full range of partnership opportunities and the benefits associated with each. We encourage your organisation to consider this strategic opportunity and look forward to working with you over the next two years to make CECAR 5 and ASEC 2010 become a reality.

To take up a partnership opportunity please contact the conference manager, ICMS Pty Ltd; telephone +61 2 9290 3366 or email [nm@icms.com.au](mailto:nm@icms.com.au)

Yours sincerely

A handwritten signature in black ink, appearing to read 'B. O'Donnell', written in a cursive style.

Mr Brian O'Donnell FIEAust CPEng  
Chairman - CECAR 5 Local Organising Committee  
Chairman – Civil College Board

A handwritten signature in black ink, appearing to read 'P. Blundy', written in a cursive style.

Mr Phil Blundy FIEAust CPEng  
Chairman  
Structural College Board



## INTRODUCTION

Engineers Australia will host the International Civil Engineering Conference in the Asian Region (CECAR), together with the Australasian Structural Engineering Conference (ASEC 2010), hereafter referred to as the "Conference". A combination of this international conference, workshops and technical site visits will be a high quality three day event in Sydney, Australia 9-12 August 2010; attracting a prospective audience of 600-800 delegates.

After the success of ASEC 2008 where 70% of the delegates were engineering practitioners, this Conference will be bringing together a broad cross-section of the civil and structural engineering professions who want to learn, network and advance their technical skills.

## CONFERENCE CONVENORS - ENGINEERS AUSTRALIA

Engineers Australia is the national forum for the advancement of engineering and the professional development of its members. The organisation has over 85,000 members across all engineering disciplines.

Engineers Australia cultivates lifelong learning for its members; champions ethical conduct, celebrates excellence in engineering outcomes and take the lead in advocacy for the profession.

Engineers Australia relies on the combined efforts of its network of active members - who volunteer their expertise, enthusiasm, and time - and the Engineers Australia dedicated staff who support the many initiatives necessary to maintain the culture of Engineers Australia.

## The Asian Civil Engineering Coordinating Council - ACECC

### *Engineers Australia – Secretariat 2007-2010*

- American Society of Civil Engineers (ASCE)
- Chinese Institute of Civil and Hydraulic Engineering (CICHE)
- Indonesian Society of Civil and Structural Engineering (HAKI)
- Institution of Civil Engineers India (ICEI)
- Japan Society of Civil Engineers (JSCE)
- Korean Society of Civil Engineers (KSCE)
- Mongolian Association of Civil Engineers (MACE)
- Philippine Institute of Civil Engineers (PICE)
- Vietnam Federation of Civil Engineering Associations (VIFCEA)



## Engineers Australia Structural College Partners

- Institution of Structural Engineers (IStructE)
- International Association for Bridge and Structural Engineering (IABSE)
- Concrete Institute of Australia
- Australian Steel Institute
- Galvanisers Association of Australia

## The Asian Civil Engineering Coordinating Council – ACECC

The purpose of the ACECC is to schedule Asian forums where worldwide members of the civil engineering profession may jointly develop programs of coordination and mutual action in designated matters affecting the interests of civil engineers. The ACECC, through separate planning and technical committees, identifies and develops methods that facilitate the discussion of worldwide civil engineering technology needs, issues, and practices.

The members work together to: exchange information; establish partnerships; identify appropriate methods that shall meet the changing needs of the civil engineering profession; and seek ways to transfer the findings of the Conference into practice.

The Civil Engineering Conference in the Asian Region is an opportunity to discover important innovations in civil engineering technology, research and development. Leaders in civil engineering research and practice from Asian countries, America and others will come to Australia in August 2010 to learn about the future of civil engineering.

## CONFERENCE THEME

The theme for the Conference is ***Innovative Community Building***. This will be an opportunity to discuss innovative civil and structural engineering projects and to network with colleagues.

***Innovative Community Building*** will impact on a cross-section of the profession. Taking this message to the wider community; this event will seek to incorporate two fundamental discussion forums:

- **Emerging civil & structural engineering innovations**
- **Showcasing civil engineering achievements that build communities**



The Conference will be the platform to discuss the role of the civil engineer as community and business leaders in the 21<sup>st</sup> century – highlighting the important role these professionals contribute to infrastructure.

It will not only be a showcase for new knowledge but also a forum to discuss current issues. It will provide companies with the opportunity to hear presentations from academia and industry leaders on their visions for building enhancement in the community.

This forum will engage conference delegates to reflect and consider their circumstances and what they hope to achieve, revisiting their goals and aspirations.

As part of the international spirit each delegate will receive a boomerang as a memento from Engineers Australia under the auspices of the Asian Civil Engineering Coordinating Council (ACECC).

## KEY PARTNERSHIP POINTS

- An international conference to be hosted in Sydney Australia – city of culture, diversity and business hub.
- International exposure across 12 Australasian societies throughout the Asia Pacific region and America.
- International exposure through the ACECC website.
- International recognition in supporting a high quality Conference program.
- Strengthen alignment with industry entities across the globe.
- Promotion to over 85,000 members of Engineers Australia – nationwide.
- Approximately 600 to 800 engineers/industry leaders in attendance from around the world spanning a broad range of civil and structural engineering fields.
- Three days of conference, technical programs, workshops and technical site visits providing exposure to delegates – expanding networks and opportunities.



## INVESTMENT OPPORTUNITIES

Please note all prices are quoted in Australian Dollars.

CATEGORY	AMOUNT (AU\$) (gst excl)	QUANTITY
PLATINUM	\$25,000	2
GOLD	\$20,000	3
SILVER	\$15,000	4
BRONZE	\$9,000	5
DINNER	\$20,000	1
WELCOME RECEPTION	\$12,000	1
SATCHEL + LANYARDS	\$10,000	1
INTERNET LOUNGE/CAFE	\$10,000	1
BOOMERANG	\$5,000	1
SATCHEL INSERTS	\$600	Multiple
EXHIBITION SPACE SHELL SCHEME STAND	\$4,000	Multiple
EXHIBITION SPACE SPACE ONLY	\$3,000	Multiple

All prices are exclusive of GST.



## **PLATINUM PARTNER**

### **International Exposure**

**AU\$25,000 (+gst)**

Each **platinum** partner will have international recognition via:

- Acknowledgement on official Conference website with logo and link to partner website.
- Engineers Australia website - civil and structural colleges homepages; webtile promoting platinum partnership.
- Engineers media – recognition and acknowledgement of the platinum partnership in the Conference section of the magazine.
- Recognition in promotional emails to Engineers Australia database as the platinum partner.
- Promotion of platinum partnership through Engineers Australia e-news.
- Additional recognition of platinum partnership throughout international engineering publications.

### **Speaking Opportunities**

An opportunity for the platinum partner to host one plenary session. The platinum partner will be given the opportunity to give a ten minute address profiling the company and its achievements (subject to committee approval).

### **Partnership & Branding**

- Display of company name & logo at the official opening.
- Recognition as platinum partner at the official opening.
- Company name & logo on the front cover of the final program.
- Advertising & promotion – one full page colour advertisement in the final program.
- Company name & logo – sponsor of one plenary session.
- Company name & logo – display of company banners at the plenary session (to be supplied by partner at own cost).
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Company name & logo on all relevant Conference signage.
- The platinum partner will have the first option of providing note pads or pens in the Conference satchel (to be provided by partner at own cost and subject to committee approval).
- Exposure and acknowledgement as a partner of the Conference in other marketing activities.
- Partner signage – prominent visibility for duration of the Conference (subject to committee approval).
- Delegate list (subject to delegate privacy and upon approval of the committee).



### Event Registrations & Hospitality

- Two complimentary full Conference registrations.
- 18m<sup>2</sup> of Exhibition Space.
- Two satchel inserts (to be provided by partner at own cost and subject to committee approval).
- Three complimentary university student registrations to 'shadow' the partner delegates for the duration of the Conference.
- Two complimentary tickets to attend the Australian Engineering Excellence Awards in Canberra in November 2010 (value \$440).





## GOLD PARTNER

**AU\$20,000 (+gst)**

### International Exposure

Each **gold** partner will have international recognition via:

- Acknowledgement on official Conference website with logo and link to partner website.
- Engineers Australia website - civil and structural colleges homepages; website promoting gold partnership.
- Engineers media – recognition and acknowledgement of the gold partnership in the Conference section of the magazine.
- Recognition in promotional emails to Engineers Australia database as the gold partner.
- Promotion of gold partnership through Engineers Australia e-news.
- Additional recognition of gold partnership throughout international engineering publications.

### Partnership & Branding

- Display of company name & Logo at the official opening.
- Recognition as gold partner at the official opening.
- Company name & logo on the front cover of the final program.
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Company name & logo on all relevant Conference signage.
- Advertising & promotion – half page colour advertisement in final program.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### Event Registrations & Hospitality

- Two complimentary full Conference registrations.
- 9m<sup>2</sup> of Exhibition Space.
- One satchel insert (to be provided by partner at own cost and subject to committee approval).
- One complimentary university student registration to 'shadow' the partner delegates for the duration of the Conference.



## SILVER PARTNER

**AU\$15,000 (+gst)**

### International Exposure

Each **silver** partner will receive international recognition and exposure via:

- Acknowledgement on official Conference website with logo and link to partner website.
- Recognition in the Engineers Australia magazine.
- Promotion of silver partnership through Engineers Australia e-news.
- Additional recognition of silver partnership throughout international engineering publications.

### Partnership & Branding

- Display of company name & logo at the official opening.
- Recognition as silver partner at the official opening.
- Company name & logo on the front cover of the final program
- Advertising & promotion - one quarter page colour advertisement in final program.
- Company name & logo on Conference signage.
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### Event Registration & Hospitality

- 30% discount on price of four full Conference registrations.
- 9m<sup>2</sup> of Exhibition Space.
- One satchel insert (to be provided by partner at own cost and subject to committee approval).



## BRONZE PARTNER

AU\$9,000 (+gst)

### International Exposure

Each **bronze** partner will receive international recognition and exposure via:

- Acknowledgement on official Conference website with logo and link to partner website.
- Recognition in the Engineers Australia magazine.
- Promotion of bronze partnership through Engineers Australia e-news.
- Additional recognition of bronze partnership throughout international engineering publications.

### Partnership & Branding

- Company name & logo - recognition as bronze partner at official opening.
- Company name & logo - recognition in the final program.
- Company name & logo on all relevant Conference signage.
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.

### Event Registration & Hospitality

- 20% discount on the price of three full Conference registrations.
- One satchel insert (to be provided by partner at own cost and subject to committee approval).



## DINNER PARTNER

**AU\$20,000 (+gst)**

The opportunity exists for the partner to concentrate their message in one session in an informal setting having a captive audience of up to 800 guests. This will be excellent exposure for the partner with branding exposure and a speaking opportunity.

### International Exposure

- Acknowledgement on official Conference website with logo and link to dinner partner website.
- Engineers Australia website - civil and structural colleges homepages; webtile promoting company as dinner partner.
- Recognition in the Engineers Australia magazine as dinner partner.
- Recognition in promotional emails to Engineers Australia database as the dinner partner.
- Promotion of dinner partnership through Engineers Australia e-news.
- Additional recognition of dinner partnership throughout international engineering publications.

### Speaking Opportunities

The dinner partner will officially thank the dinner speaker and will also be given the opportunity to give a ten minute address profiling the company and its achievements (subject to committee approval).

### Partnership & Branding

- Company name & logo – recognition in the final program.
- Company name & logo – display of partner banners in the Conference dinner venue (to be supplied by the dinner partner at own cost).
- Company name & logo on the dinner menus displayed on dinner tables.
- Marketing - opportunity to supply marketing material to be placed on dinner tables.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### Event Registration & Hospitality

- Opportunity to host an official table at the Conference dinner.
- Four Conference dinner tickets.
- Two complimentary full Conference registrations.
- One satchel insert (to be provided by partner at own cost and subject to committee approval).



## WELCOME RECEPTION PARTNER

**AU\$12,000 (+gst)**

### International Exposure

- Acknowledgement on official Conference website with logo and link to partner website.
- Engineers Australia website - civil and structural colleges homepages; webtile promoting partner as welcome reception partner.
- Recognition in the Engineers Australia magazine.
- Promotion of welcome reception partnership through Engineers Australia e-news.
- Additional recognition of welcome reception partnership throughout international engineering publications.

### Speaking Opportunities

The welcome reception partner will be given the opportunity to give a ten minute address profiling the company and its achievements (subject to committee approval).

### Partnership & Branding

- Company name & logo in the final program.
- Display of company name & logo at the welcome reception.
- Recognition as the welcome reception partner.
- Company name & logo – display table setup with company information.
- Company name & logo – display of company banners at the welcome reception (to be supplied by partner at own cost).
- Company display setup in the reception area for guests to view.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### Event Registration & Hospitality

- Three welcome reception tickets.
- Two complimentary full Conference registrations.
- Two satchel inserts (to be provided by partner at own cost and subject to committee approval).



## **SACHEL & LANYARD PARTNER**

**AU\$10,000 (+gst)**

The opportunity exists to generate enormous exposure for the partner. At previous events, it has been evident that the satchel and lanyard partner receive constant and continuous exposure for the duration as each delegate has the items and in most cases will utilise the satchels post event.

### **International Exposure**

- Acknowledgement on official Conference website with logo and link to partner website.
- Recognition in the Engineers Australia magazine.
- Promotion of satchel and lanyard partnership through Engineers Australia e-news.
- Additional recognition of satchel and lanyard partnership throughout international engineering publications.

### **Partnership & Branding**

- Company name & logo – exclusive imagery prominent on satchel next to Conference logo and Engineers Australia logo.
- Company name & logo – exclusive on lanyards next to the Conference logo.
- Company name & logo in the final program.
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### **Event Registration & Hospitality**

- 20% discount on the price of two full Conference registrations.
- One satchel insert (to be provided by partner at own cost and subject to committee approval)



## **INTERNET LOUNGE/CAFÉ**

**AU\$10,000 (+gst)**

### **International Exposure**

- Acknowledgement on official Conference website with logo and link to the partner website.
- Recognition in the Engineers Australia magazine.
- Promotion of internet lounge/café partnership through Engineers Australia e-news.
- Additional recognition of internet lounge/café partnership throughout international engineering publications.

### **Partnership & Branding**

- Company name & logo across exhibition space.
- Company name & logo prominent on all computer displays – profile company's homepage of website (provided by partner).
- Company name & logo – displayed on all promotional Conference materials (subject to date of commitment).
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Company banner displayed around the lounge/café exhibition space (supplied by partner).
- Company name & logo in the final program.
- Delegate list (subject to delegate privacy and upon approval of the committee).

### **Event Registration & Hospitality**

- 20% discount on the price of Two full Conference registrations.



## **BOOMERANG PARTNER**

**AU\$5,000 (+gst)**

This unique memento is part of Australia's history, with the boomerang being invented by the Australian Aborigines as a hunting tool thousands of years ago. A boomerang is 'iconic' to Australian history and will be a symbolism for delegates to take away and remember the significance of the gift and also the Conference.

### **Partnership & Branding**

- Company name & logo monochrome on boomerang, alongside Conference logo.
- Acknowledgement on official Conference website with logo and link to the partner website.
- Company logo prominently displayed on all promotional Conference materials.
- Company name & logo – recognition on a powerpoint slide at the commencement of sessions.
- Company name & logo in the final program.
- Additional recognition of boomerang partnership throughout international engineering publications.
- Delegate list (subject to delegate privacy and approval of the committee).
- One satchel insert (to be provided by partner at own cost and subject to committee approval).

### **Event Registration & Hospitality**

- 10% discount on the price of Two full Conference registrations.

## **SATCHEL INSERT**

**AU\$600 (+gst) per item**

Companies will reach all delegates directly by providing inserts in the delegate satchel. This method of partnership is ideal to gain exposure to all delegates.

Inserts may take the form of a brochure/flyer or sample promoting your product or service. Maximum size is A4 and limited to two sheets doubled sided (to be provided by partner and subject to committee approval).





## EXHIBITION

CECAR 5 together with ASEC 2010 will be hosting an Exhibition; to be held in Hall 6 at the Sydney Convention & Exhibition Centre, Darling Harbour.

### Floor Plan

Stands will be allocated in order of receipt of application forms.

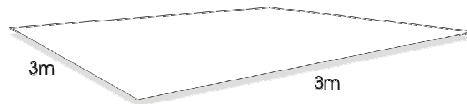
To secure your space please complete and return the attached application form with payment to ICMS Pty Ltd + 61 2 9290 2444.

### Space Only

**AU\$3,000 (+gst) (3 metres x 3 metres = 9 m<sup>2</sup>)**

Floor space only stands (3 metres x 3 metres) include the following features/services:

- All cleaning of hallways
- Materials handling equipment
- One Final Program



### Shell Scheme Stand

**AU\$4,000 (+gst) (3 metres x 3 metres = 9 m<sup>2</sup>)**

A single Shell Scheme stand (3 metres x 3 metres) includes the following features:

- 2.5m high Octonorm walls
- 30cm deep fascia. Fascias will be provided for all open sides of shell scheme stands
- 2 x 150watt spotlights per 9m<sup>2</sup>
- 1 x 4amp power point per 9m<sup>2</sup>
- One Final Program





## Partnership & Exhibition Applications and Conditions

- Applications must be received on the Official Application Contract forms. A tax invoice will be issued upon receipt of this application form. The Sponsorship application form is located at the back of this prospectus
- Full payment must be made within 30 days from date of invoice
- Sponsorship and Exhibition will not be assigned without a signed application and full payment upon receipt of invoice
- The Organisers reserve the right at their total discretion to decline any application
- All payments must be made in Australian dollars. See payment details on application form
- Payment can be made via cheque, bank transfer and credit card. Please note, credit cards will incur a 4% surcharge
- If the full payment is not received by the due date, the Conference Organiser has the right to review the Sponsorship and/or Exhibition commitment and withdraw the application

## Partnership & Exhibition Cancellation Policy

In exceptional circumstances the Organisers will be prepared to consider cancellation of their Contract with a Sponsor and/or Exhibitor, but only if the following conditions are complied with:

- That the request for cancellation is submitted in writing.
- That the reason given for the cancellations is, in the opinion of the Organisers, well founded.
- That the Sponsor agrees that the Organisers shall retain 50% of the contract price if the cancellation is accepted between twelve and three months prior to the Conference and 100% of the contract price if the cancellation is accepted within three months of the opening of the Conference.
- Cancellation will not be considered if the Organisers deem that sponsorship entitlements have already been provided prior to the submission of cancellation.

## Payment Details

### Cheques

Please make all cheques/drafts payable to: CECAR 5 and send to the Conference Organiser:

### TT and EFTs

Please fax the Conference Organiser, ICMS on +61 2 9290 2444 for TT and EFT details.



## CECAR 5/ASEC 2010 Partnership and Exhibition Application Form

RETURN FAX TO + 61 2 9290 2444. Note: A Tax Invoice will be issued upon receipt of this application form.

Organisation Name:	
Contact Name:	
Position:	
Postal Address:	
Email:	
Telephone:	
Fax:	Mobile:

### PARTNERSHIP

We confirm the following sponsorship items. All amounts are in Australian dollars and exclusive of GST.

Partnership Item	Value	<input checked="" type="checkbox"/>	Total
Platinum			
Gold			
Silver			
Bronze			
Satchel & Lanyard			
Internet Lounge/Café			
Boomerang Sponsor			
Satchel Insert			

**PARTNERSHIP TOTAL AMOUNT DUE**

\$ \_\_\_\_\_

For further information please contact the Conference office, ICMS Pty Ltd - +61 2 9290 3366 or email [cecar5@icms.com.au](mailto:cecar5@icms.com.au).



[www.cecar5.com](http://www.cecar5.com)

Email: [cecar5@icms.com.au](mailto:cecar5@icms.com.au) Phone: +61 2 9290 3366 Fax: +61 2 9290 2444



## EXHIBITION

We confirm the following exhibition items. All amounts are in Australian dollars and exclusive of GST.

Exhibition type	Value	Total Exhibition Size	Total value
Space only stand	AU\$3,000 (+gst) per 9m <sup>2</sup>		
Shell Scheme stand	AU\$4,000 (+gst) per 9m <sup>2</sup>		

### EXHIBITION TOTAL AMOUNT DUE

AU\$ \_\_\_\_\_

Stand Number Preference:

1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ 3<sup>rd</sup> \_\_\_\_\_ 4<sup>th</sup> \_\_\_\_\_

I/We are authorised to sign documents on behalf of the Organisation and I/we acknowledge that I/we have read the guidelines, policies, rules and regulations governing the sponsorship attached to this form and contained in the Sponsorship Prospectus and agree to be bound by them and comply with them in full. I/We acknowledge that the organiser retains the sole discretion to accept or reject this application.

NAME:

SIGNATURE:

DATE OF APPLICATION:

### PAYMENT DETAILS

All payments must be made in Australian Dollars only. Payment in any other currency will NOT be accepted. Payments can be made via cheque, direct transfer or credit card.

Please contact the Conference organiser for all payment details and conditions. Full payment is required within 30 days from the date of the Tax Invoice. A Tax Invoice will be issued upon receipt of application.

### CECAR 5 ASEC 2010 Sponsorship & Exhibition Administrator

ICMS Pty Ltd, Level 3, 379 Kent Street, Sydney NSW 2000 Australia.

Phone: +61 2 9290 3366 Fax: +61 2 9290 2444 Email: cecar5@icms.com.au



[www.cecar5.com](http://www.cecar5.com)

Email: cecar5@icms.com.au Phone: +61 2 9290 3366 Fax: +61 2 9290 2444



## EXHIBITION REGULATIONS

1. If the Exhibitors fail to comply in any substantial respect with the terms of this agreement the Organisers shall have the right to sell the space and the Exhibitor shall be liable for any loss suffered by the organisers thereby, and all monies paid by the Exhibitor hereunder shall be absolutely forfeited to the Organisers. If the Exhibitor fails to occupy the said space by the advertised opening of the show, the Organisers are authorised to occupy or cause the said space to be occupied in such manner as it may deem best for the interest of the Exhibition without refund to the said Exhibitor and without releasing the Exhibitor from any liability hereunder.

2. No exhibitor shall erect any sign, stand, wall or obstruction, which in the opinion of the Organisers interferes with an adjoining Exhibitor.

3. All exhibitors shall be producers, importers or representatives for goods and/or services displayed. No Exhibitor shall display on his stand any advertisement for goods manufactured and/or sold, or services provided by a non-exhibitor unless written permission has been obtained from the Organisers.

4. Dismantling the Exhibits. Exhibits must not be removed and displays not be dismantled either partially or totally, before the closing time on the last day of the Exhibition. All exhibits and display material must be removed as soon as possible and by the time indicated

5. Exhibitors shall comply with the rules and regulations stipulated by the Organisers, the venue management, the Health Department and the Metropolitan Fire Brigade and with all relevant State and Commonwealth Acts.

6. The Exhibitor will not damage any walls or floors or ceiling of the exhibition area in which his stand is located - by nails, screws, oil, paint, or any other cause whatsoever and the Exhibitor shall be liable for, and make good at its own expense, any such damage.

7. Exhibitors have seven (7) days in which to make their final payment when it falls due. After this time, if the final payment has not been received, the stand will be available for sale to another firm. All deposits paid to this stage will automatically be forfeited and no refund will be made. No Exhibitor shall occupy his stand space in the Exhibition until all monies owing to the Organisers by the Exhibitor are paid in full.

8. Exhibitors' Liabilities. The Exhibitor agrees and acknowledges that the Organiser shall not be liable for and hereby agrees to release and indemnify the Organiser its servants, employees, directors, subcontractors and agents from and against all liability, actions, suits, proceedings, damages, claims, demands, costs and expenses whatsoever (including without prejudice to the generality of the foregoing, any claim for costs, personal or property loss or damage, interest, contribution, indemnity, expenses and any compensation costs and disbursements paid by the Organisers to compromise or settle any such claims), which may be taken or made against or incurred or become payable by the Organisers its servants, employees, directors, subcontractors and agents or any other person or entity arising out of or in connection with the Exhibition howsoever caused whether or not such loss or damage is caused or contributed to either directly or indirectly as a result of any negligent or intentional acts, defaults, or omissions on the part of the Organiser, its servants, employees, directors, subcontractors and agents. Notwithstanding the indemnity hereby given, the Exhibitor undertakes to arrange appropriate third party liability insurance.

9. Insurance Liability. Neither the Organisers nor the venue owners will be responsible for the safety of any Exhibitor or any other person, any exhibit or property of any Exhibitor or other person or for the loss or damage of, or destruction to same, by theft or fire or any other cause whatsoever, or for any loss or damage whatsoever sustained by the Exhibitor for any reason whatsoever including but without prejudice to the generality of the foregoing any defect in the building caused by fire, storm, tempest, lightning, national emergency, war, labour disputes, strikes or lock-outs, civil disturbances, explosion, Inevitable accident, force major, or any other cause not within the control of the Organisers or for any loss or damage occasioned, if by reason of happenings of any such event the opening of the Exhibition is prevented or postponed or delayed or abandoned, or the building becomes wholly or partially unavailable for the holding of the Exhibition. The Exhibitor agrees and undertakes to insure in their full replacement value the contents of his stand and all associated equipment and materials.

10. The Exhibitor is responsible for the safety of his products, display and stand. During move-out period, material should not be left unattended at any time.

11. It is the responsibility of the Exhibitor to leave his stand space clean and tidy during the Exhibition and after moving out.

12. The Organisers reserve the right to postpone the holding of the Exhibition from the set dates, and to hold the Exhibition on other dates as near to the original dates as practicable, utilising the right only where circumstances necessitate such action and without any liability to the Organisers.

13. If due to any unforeseen circumstances it is found necessary to close the Exhibition on any day or days or to vary the hours the Exhibition is open the Organisers reserve the right to do so, at their sole discretion.

14. The Organisers may from time to time add to or vary the foregoing rules and regulations and do anything at their sole discretion they deem desirable for the proper conduct of the Exhibition, provided that such amendments or additions do not operate to diminish the rights reserved to the Exhibitor under this agreement and shall not operate to increase the liabilities of the Organisers.

15. Cancellation of Space: In exceptional circumstances the Organisers will be prepared to consider cancellation of their Contract with Exhibitors, but only if the following conditions are complied with:

(a) That the request for cancellation is submitted in writing;

(b) That the Organisers are able to re-let the cancelled space in its entirety;

(c) That the reason given for the request of the cancellations is, in the opinion of the Organisers, well founded;

(d) That the Exhibitor agrees that the Organisers shall retain 10 percent of the contract price if the cancellation is accepted more than twelve months before the Exhibition, 50 percent of the contract price if the cancellation is accepted after that time but greater than three months before the opening of the Exhibition and 100 percent of the contract price if the cancellation is accepted within three months of the opening of the Exhibition.

16. The Organisers reserve the right in unforeseen circumstances to amend or alter the exact site of the location of the stand and the Exhibitor undertakes to agree to any alteration to the site or the space re-allocated by the Organisers.



17. Conduct of Exhibitors and Representatives.

**Annoyance:** The Organisers reserve the right to stop any activity on the part of any exhibitor that may cause annoyance to other Exhibitors or visitors. Business must be conducted only from the Exhibitor's own stand and under no circumstances may this be carried out from a gangway or elsewhere in the Exhibition.

**Microphones:** The use of microphones and announcements (amplified or otherwise) is permitted, but the volume must not be such as to cause annoyance to other Exhibitors. The Organisers reserve the right to prohibit their use if in the Organisers' opinion any annoyance is being caused.

**Gangways:** Any encroachment upon gangways or passages shall be deemed to be a breach of contract and articles or goods found therein during the period of the Exhibition may be removed by the Organisers or their agents and the Organisers shall not be responsible for any loss thereto occasioned by such removal.

**Publicity Material:** Any publicity material shall be displayed and/or given away only from within the Exhibitor's own stand. Sponsorship activities shall only occur within the area of the Exhibitor's own stands - roving masseurs, wandering dancers etc. will not be allowed.

**Competing Events:** The Exhibitor shall not arrange competing events against any of the official Meeting events without prior written approval by the Meeting organiser and the convenor. All requests must be submitted no later than three months prior to the commencement of the meeting.

**Timing:** Exhibitors shall ensure that events arranged by them before and after Meeting will not overlap with Meeting activities - Breakfast Meetings must finish 15 minutes prior to the commencement of the program, and evening functions not commence until 30 minutes after the end of the program.

18. The Organisers shall not be responsible for any damages claimed by any person or persons who may be injured whilst in the area allotted to the Exhibitor and the Exhibitor agrees to indemnify the Organisers in the event of any claim made against the Organisers.

19. Right of Rejection. Exhibits are admitted to the Exhibition, and shall remain there, solely on strict compliance with these Rules and Regulations. The Organisers reserve the right to prohibit in whole or in part and reject any Exhibitor or his representative in the case of failure to comply with the Rules and Regulations. There shall be no return of payment if the Organisers deem such rejection or prohibition necessary.

20. No stand or area within a stand may be sublet in any manner without consent of the Organisers.

21. If there is any inconsistency between the provisions of these Regulations and the provisions of the Sponsorship Prospectus, these Regulations shall prevail.

22. Law of the Contract. The Contract is governed in all respects by the law of the State of New South Wales and any legal action arising under the Contract shall be litigated only in the appropriate Court having jurisdiction in that State.