



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

# PAVEMENT TECHNOLOGY WORKSHOP

2018

Tuesday 22 May  
Brisbane Airport Conference Centre

# LIGHTING WORKSHOP

2018

Tuesday 22 May  
Brisbane Airport Conference Centre

**PARTNERSHIP  
PROPOSAL**

[www.airports.asn.au](http://www.airports.asn.au)

# PAVEMENT TECHNOLOGY WORKSHOP & LIGHTING WORKSHOP

## OUR COMMITMENT TO YOU

### COMMITMENT TO OUR PARTNERS WILL BEGIN FROM THE TIME YOU CONFIRM.

- Ongoing point of contact with our Marketing and Events Director and prompt response to your queries.
- Clear and timely information in regards to your partner package and the logistics of putting the benefits into action.
- Maximise the exposure of your partnership by ensuring that your brand appears prominently on the AAA website and other promotional material as per your package.
- Willingness to tailor your package to include additional or alternative leveraging opportunities in order to maximise the opportunity to showcase your business.

### Workshop Networking Drinks

**Where:** Sky Lounge, IBIS  
Brisbane Airports  
**When:** Tuesday 22 May 2018  
**Time:** 5.00pm – 7.00pm

### CONTACT DETAILS

#### ANNE FRISCH

Marketing and Events Director

**m** 0437 178 535

**e** [events@airports.asn.au](mailto:events@airports.asn.au)

#### Australian Airports Association

[www.airports.asn.au](http://www.airports.asn.au)



Tuesday 22 May  
Brisbane Airport Conference Centre



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## REGISTRATION AND PARTNERSHIP PACKAGES

Registration includes the Workshop Networking Drinks on the Tuesday night at the Skylounge, IBIS.

PAVEMENT TECHNOLOGY WORKSHOP OR LIGHTING WORKSHOP REGISTRATION	Price (inc GST)
AAA Members	\$600
AAA Members Group Rate (3 + from one organisation)	\$550
Corporate/AAPA Members	\$880
Non Members	\$1,100

PACKAGES	Price (ex GST)
Platinum Partner – One Sold   One Available	\$5,000
Workshop Partner – Two Available	\$3,000
Workshop Networking Drinks Partner – One Sold   One Available	\$2,500
Coffee Station Partner – Two available	\$2,000

ADVERTISING	Price (ex GST)
Full Page – Two available	\$1,000
Half Page – One Sold   One Available	\$500

### REGISTRATION – PAVEMENTS TECHNOLOGY WORKSHOP & OPS SWAP OR OPS SWAP & LIGHTING WORKSHOP

Registration includes Workshop Networking Drinks on the Tuesday Night and Airport Trivia and ANetworking Dinner on the Wednesday Night

AAA Airport Member	\$1,320
AAA Member Group Rate (3 or more registrations from one organisation)	\$1,240
AAA Corporate Member	\$1,430

# PAVEMENT TECHNOLOGY WORKSHOP

2018

Tuesday 22 May  
Brisbane Airport Conference Centre

## AAA PAVEMENT TECHNOLOGY WORKSHOP PROGRAM 22 MAY 2018

The program for the AAA Pavement Technology Workshop will incorporate technical presentations and case study discussions focusing on specific and detailed airfield projects.

- Runway surface preservation treatment.
- Development of the performance-based asphalt specification.
- Falling weight deflectometer surveys for airport pavements.
- Future research needs and current projects will also be discussed.

## Partnership Packages Available for the Pavements Technology Workshop

**Platinum Partner –**  
One Available \$5,000

**Workshop Partner –**  
One Available \$3,000

**Workshop Networking Drinks Partner –**  
One Available \$2500

**Coffee Station Partner –**  
One available \$2,000

## Advertising in the Pavement Technology Workshop Program

**Full Page \$1000**  
(210 x 297 + 3mm bleed)

**Half Page - SOLD**  
(210 x 148.5 + 3mm bleed)



# LIGHTING WORKSHOP

2018

Tuesday 22 May  
Brisbane Airport Conference Centre



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## AAA LIGHTING WORKSHOP PROGRAM 22 MAY 2018

The Airfield Lighting Workshop is a unique opportunity for those involved in all aspects of Airfield Ground Lighting to network, address AGL specific topics, and share and present new ideas and practices.

The program focus is on key areas that impact the AGL sector, and is inclusive of:

- An open forum to allow delegates an opportunity to raise discussions
- Best maintenance practices
- Electrical safety systems in airfield lighting
- Industry presentations on new technologies
- Compliance with Standards

## Partnership Packages Available for the Lighting Workshop

**Platinum Partner –**  
SOLD

**Workshop Partner –**  
One Available \$3,000

**Workshop Networking  
Drinks Partner –**  
SOLD

**Coffee Station Partner –**  
One available \$2,000

## Advertising in the Lighting Workshop Program

**Full Page \$1000**  
(210 x 297 + 3mm bleed)

**Half Page \$500**  
(210 x 148.5 + 3mm bleed)



# PAVEMENT TECHNOLOGY WORKSHOP & LIGHTING WORKSHOP

## PLATINUM PARTNER SOLD

---

As the Platinum Partner you will receive significant exposure in the lead up to as well as throughout the proceedings of the workshops. The Platinum partner package is an opportunity to showcase your organisation to key decision makers in airport operations across Australia.

### INCLUSIONS:

- Acknowledgment as official Platinum Partner of the event.
- The opportunity to give a five minute welcome to open the workshop.
- Two complimentary workshop registrations which includes tickets to the networking function valued at \$880 each (\$1760 value).
- Acknowledged throughout the promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 1,600 AAA members each week.
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation.
- Prominent logo placement on promotional material including the forum program and slides displayed between sessions.
- Opportunity to provide a company profile (up to 200 words) in the Workshop printed program.
- Opportunity to place promotional material and an item such as a USB stick on the conference tables.
- Access to the delegate list (subject to Privacy Act) two weeks prior to the event.

## WORKSHOP PARTNER \$3,000 – TWO AVAILABLE

---

As an Workshop Partner you will receive wide exposure in the lead up to as well as throughout the proceedings of the event.

### INCLUSIONS:

- Acknowledgment as an Event Partner.
- One complimentary Workshop registration including a ticket to the networking function, valued at \$880.
- Acknowledged throughout the promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 1,600 AAA members each week.
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation.
- Prominent logo placement on promotional material including the forum program and slides displayed between sessions.
- Opportunity to provide a company profile (up to 100 words) in the Conference Printed Program.
- Access to the delegate list (subject to Privacy Act).



Tuesday 22 May  
Brisbane Airport Conference Centre



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## WORKSHOP NETWORKING DRINKS PARTNER \$2,500 ONE SOLD | ONE AVAILABLE

---

The networking function is a valuable networking opportunity for delegates attending the workshop. The relaxed drinks will allow attendees to discuss what's happening at their airports in an informal setting and enjoy the views of the new runway at the roof top Skylounge at the IBIS.

### INCLUSIONS:

- Acknowledgment as official Evening Function Partner.
- Speaking opportunity to welcome attendees to the event.
- Opportunity to brand the event space.
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation.
- Opportunity to include a promotional item at the event.
- Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 1,600 AAA members each week.
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation.
- Access to the delegate list (subject to Privacy Act) two weeks prior to the event.

## COFFEE STATION PARTNER \$2,000 – TWO AVAILABLE

---

As one of the Coffee Station Partners you will receive wide exposure on the day of the event and in the lead up.

### INCLUSIONS:

- Acknowledgment as the Coffee Station Partner. Logo on the coffee cups and branded on the coffee station.
- Acknowledged throughout the promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 1,600 AAA members each week.
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation.
- Prominent logo placement on promotional material including the forum program and slides displayed between sessions.
- Opportunity to provide a company profile (up to 100 words) in the Conference Printed Program.
- Access to the delegate list (subject to Privacy Act).



Tuesday 22 May  
Brisbane Airport Conference Centre



AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## COMPANY DETAILS

Company

ABN

Address

## REPRESENTATIVE

Name

Position

Phone

Email

## REGISTRATION

[Click Here to Register](#)

## PARTNER PACKAGES

PACKAGE	Price (ex GST)
<input type="checkbox"/> Platinum Partner – One Sold   One Available	\$5,000
<input type="checkbox"/> Workshop Partner – Two Available	\$3,000
<input type="checkbox"/> Networking Drinks Partner – One Sold   One Available	\$2,500
<input type="checkbox"/> Coffee Station Partner – Two Available	\$2,000
<input type="checkbox"/> Advertising Partner - Full page (210 x 297 + 3mm bleed) – Two Available	\$1,000
<input type="checkbox"/> Advertising Partner - Half page (210 x 148.5 + 3mm bleed) – One Sold   One Available	\$500

## AGREEMENT

Name

Signature

Position

Date

/ /

By signing this agreement you are bound by the terms and conditions noted.



# PAVEMENT TECHNOLOGY WORKSHOP & LIGHTING WORKSHOP

## TERMS AND CONDITIONS

### Application and Payment

Following signing of this agreement, a tax invoice for the full amount will be forwarded. Sponsorship packages are not considered confirmed until payment is received. Should the payment not be received within 14 days of invoice, the package will be released for re-sale.

### Acceptance and Allocation

The Australian Airports Association reserve the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any payment paid. Sponsorship which may be limited in number will be generally allocated to those organisations who apply earliest. Allocation of sponsorship packages regardless of the preference indicated is at the discretion of the Australian Airports Association whose decision will be final.

### Cancellation Policy

If the event is cancelled by the Australian Airports Association less than 12 months prior to the scheduled date a 100% refund will be provided. If the event is rescheduled by the organiser, and an inability to participate can be reasonably demonstrated a full refund will be provided. In the case of your cancellation of sponsorship, notification in writing should be sent to [events@airports.asn.au](mailto:events@airports.asn.au) In the event of cancellation of sponsorship the Australian Airports Association reserves the right to retain monies paid in full unless resold.

### Consequential Damage

The Australian Airports Association will not be liable for any indirect or consequential damages arising out of a breach of this agreement.

### Marketing

The requirements for marketing materials (specifications and delivery details) for advertisements, signage, banners, satchel inserts or other arrangements will be sent via email at a later date.

Logos will be requested in both .jpg and .eps format, high resolution 300dpi. Should an alternative format be received, the Australian Airport Association cannot be held responsible for the quality of the logos displayed in any of the promotional material.

In the event that materials, information or artwork required are not received by the designated due date, their use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case.

### Exceptional Circumstances

The Australian Airports Association reserve the right to change the venue and duration if exceptional circumstances demand. In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as at least one month before the planned Conference is advised. The Australian Airports Association will use reasonable endeavours to remedy the impact of exceptional circumstances.

### Partnerships (Referenced and used for 2018 Sponsorship Opportunities)

Nothing contained in the Agreement will be deemed to constitute a partnership further than the May 2018 event.

AAA OPS SWAP Partnership/Sponsorship agreement. The terminology of Partnership is in name only and does not represent any joint venture or agency relationship between you and Australian Airports Association, and you must not do anything where you will, in any way, be represented that you are a partner of the Australian Airports Association, further than the 2018 Airport Operations Forum (OPS SWAP) or the Pavements Workshop and Lighting Workshop.

### Responsibility

The Australian Airports Association and event venue accept no responsibility for any act, accidents, omissions on the part of service providers, the accuracy or content of any written or oral statements by speakers in connection with this event, delay, damage, personal injury or death.

Sponsors will indemnify the Organisers in respect of any claim and demands in respect thereof. Adequate insurance in respect of all such claims is the responsibility of the Sponsor. Australian regulators require all Sponsors to have adequate Public and Product Liability Insurance cover based on a limit of indemnity to the value of \$10 million or above. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand or space. Sponsors will need to be able submit their Public Liability Insurance Certificate upon request. The Australian Airport Association will also take out adequate Public and Product Liability Insurance in the name of the forum based on a sum of not less than \$10 million dollars.

### Registrations

Sponsors are not permitted to attend Forum sessions or social functions unless the relevant tickets are offered as part of the particular sponsorship package. However, should Sponsors wish to attend the Forum as a delegate or attend social functions, the appropriate registration form must be completed and forwarded to the Australian Airports Association together with the applicable registration fee.

### Sponsorship Packages

Any variations to the description of each package as detailed in this agreement must be as agreed in writing with the Australian Airports Association.

### Unavoidable Occurrences

In the event that the Forum is cancelled or delayed through no fault of the Australian Airports Association and the Venue Manager, including but not limited to fire, flood, labour disputes, natural disasters, acts of God(s), civil disorders, riots, insurrections, work stoppages, slow downs or disputes, or other similar events then Sponsors shall not be entitled to any refund or claim for any loss of damage.

### Venue

Sponsors and the servants, agents, contractors and invitees of Sponsors are also to observe the rules, regulations and procedures as prescribed by the venue.

### Agreement

The terms for this agreement commence on the date of receipt by the Australian Airports Association of a signed copy and ends on 25 May 2018. If you have any questions contact the AAA [events@airports.asn.au](mailto:events@airports.asn.au) or call 02 6230 1110.