



Welcome
BACK!

AWCI ANZ 75th CONFERENCE

InterContinental Sanctuary Cove Resort

August 21st - 24th 2022



PROSPECTUS

www.awci.org.au/75thawciconference2022



The Association of Wall and Ceiling Industries Australia and New Zealand is the peak trade association representing the wall and ceiling contracting and allied industries. Providing industry information, contact and leadership, AWCI is active in New South Wales, Queensland, South Australia, Tasmania, Victoria, Western Australia and New Zealand to better serve the local needs of our members. Made up of specialist contractors, suppliers, distributors and key manufacturers, AWCI is in the best position to connect you with everyone involved in our extensive industry.



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President's Invitation

Sponsors and Exhibitors are essential to the success of our Annual Conference; without you we would simply be unable to facilitate our industry-leading event. We provide multi-level opportunities in the program for face-to-face contact with industry colleagues.

Sponsorship packages are tailored to provide unparalleled exposure and branding opportunities, giving you various means through which to engage with your customer base. With a diverse range of delegates from across Australia, New Zealand and the world, the AWCI Conference is the premier event to make new connections and strengthen existing relationships.

This year's conference theme is "Welcome Back", an appropriate theme, given the last conference was held in 2019 (Uluru) because of the epidemic. We invite delegates, sponsors and exhibitors to take an introspective look at their business model, to build upon their internal processes, and strengthen resilience in the industry.

There are many exciting developments in the marketplace which are accelerated through new applications of technology, innovative products and higher standards of excellence that continue to push the boundaries of our trade. Our plenary program will inspire you to take your business to new heights.

A powerful line up of leaders and speakers from key industries will provide valuable insights and out-of-the-box perspectives for delegates to learn from and take away.

Sanctuary Cove is one of the ultimate Australian destinations, with beautiful weather year-round, a resort perfect for the Welcome Back conference. We look forward to your support with this conference in 2022 .

Perry Richardson President

Association of Wall and Ceiling
Industries Australia and New Zealand



KEY REASONS TO *Sponsor*

AWARDS OF *Excellence*

The AWCI ANZ Trans-Tasman Awards of Excellence recognises and raises the profile of leaders in the wall and ceiling industry. Project winners from State and New Zealand local awards programs are nominated into the Trans Tasman Awards and presented at the Gala Dinner on the final evening of the Conference.

APPRENTICE *Challenge*

The Apprentice Challenge has been a long standing activity in the Conference and an integral part of AWCI's commitment to training and the future of the trade. The best apprentices from each Australian State and New Zealand compete in this annual challenge testing many competencies. Drop in and watch the teams compete in this year's three day construction.

PARTNER *Program*

An informative and exciting program is planned for the partners. Partners will have many valuable takeaways and new connections made from this conference

The AWCI ANZ Conference is the premier event in the wall and ceiling industry, providing you with unparalleled exposure over three days. Your involvement will demonstrate your organisation's alignment with our focus of innovation and excellence in the industry.

The AWCI ANZ Conference will provide you with the opportunity to:

- + maintain and build on professional relationships
- + connect with a highly targeted audience
- + showcase your new products and services in a face to face environment
- + gain instant market feedback
- + increase and strengthen brand awareness
- + stay at the front of industry development and innovation

WHO YOU WILL BE MEETING

Travelling from every Australian state as well as New Zealand, attendees include:

- + Existing and new customers
- + Key decision makers
- + Wall and ceiling contractors
- + Companies that represent millions of dollars in industry sales

**\$25,000
+GST**

Diamond SPONSORSHIP

Our Diamond Sponsors are our Conference partners throughout the entire event and receive unparalleled exposure in the lead up to and throughout the Conference. Limited opportunities are available and Diamond Sponsors must be an AWCI National Member.

PRE-CONFERENCE PROMOTION

- + Acknowledgments in all pre-Conference advertising and promotional material, including brochures, posters, and the AWCI 'On The Surface' national publication.
- + Profile, logo and website link on the AWCI Conference website.
- + Introduction in the Conference e-news and logo on all subsequent issues.
- + Social media promotion

CONFERENCE COLLATERAL AND PRINT MATERIAL

- + Logo featured on the Conference Satchel and delegate name badges.
- + Logo featured on covers of the Delegate Conference Booklet and Guest Pre-Arrival Information Booklet.
- + Full page profile in the Conference Booklet.
- + Up to two complimentary inserts in the Conference Satchel (flyer and/ or promotional item supplied by sponsor).

UNPARALLELED EXPOSURE AT THE CONFERENCE

- + Acknowledgment and thanks at Official Welcome and Awards Gala Dinner.
- + Ten minute presentation opportunity in Plenary Session to delegates.
- + Opportunity to present special speakers, keynote guests, and Awards of Excellence winners.
- + Banner branding in a prominent location in the Conference Plenary room. (supplied by sponsor)
- + Opportunity to place one pull-up banner in a prominent location in the Conference Plenary room supplied by the sponsor.
- + Prime table seating at Gala Dinner (final allocation by AWCI).

TRADE EXHIBITION

- + One Exhibition Booth display in a prominent position in the Exhibition Area.
- + Lunch and refreshment breaks served in Exhibition area with delegates.
- + Exhibition booth showcase activity

EXTENSIVE EVENT BRANDING OPPORTUNITIES

Unified branding and high exposure at all major events with promotional signage (i.e. banners, outdoor, digital signage) tailored to each of the events being[^]:

- + Apprentice Challenge
- + Sunday Welcome Function
- + Monday Group Dinner
- + Awards of Excellence Gala Dinner

[^] Events dependent on number of sponsors and subject to final confirmation

REGISTRATION

- + Two complimentary Full Delegate Registrations to the Conference and networking events.
- + Sponsor identification on staff name badges.



**\$15,000
+GST**

Sapphire SPONSORSHIP

Sapphire Sponsors enjoy a high profile in the lead-up and throughout the Conference, benefiting from prominent branding and involvement in this premier industry event. Limited opportunities are available and Sapphire Sponsors must be an AWCI National Member.

PRE-CONFERENCE PROMOTION

- + Acknowledgments in all pre-Conference advertising and promotional material, including brochures, posters, and the AWCI 'On The Surface' national publication.
- + 100 words, logo and website link on the AWCI Conference website.
- + Introduction in Conference e-news and logo on all subsequent issues.
- + Social media promotion.

CONFERENCE COLLATERAL AND PRINT MATERIAL

- + Logo featured on covers of the Delegate Conference Booklet and Guest Pre-Arrival Information Booklet.
- + Full page profile in the Conference Booklet.
- + Logo featured on the Conference Satchel and name badge.
- + Up to two complimentary inserts in the Conference Satchel (flyer and/or promotional item supplied by sponsor).

EXPOSURE AT THE CONFERENCE

- + Acknowledgment and thanks at Official Welcome and Gala Dinner.
- + Banner branding located in the Conference Plenary room.
- + Select table seating at Gala Dinner (final allocation by AWCI).

TRADE EXHIBITION

- + One Exhibition Booth display in a prominent position in the Exhibition Area.
- + Lunch and refreshment breaks served in Exhibition area with delegates.
- + Exhibition booth showcase activity

EVENT BRANDING OPPORTUNITIES

Unified branding and high exposure at all major events with promotional signage (i.e. banners, outdoor, digital signage) tailored to each of the events being[^]:

- + Apprentice Challenge
- + Sunday Welcome Function
- + Monday Group Dinner
- + Awards of Excellence Gala Dinner

[^] Events dependent on number of sponsors and subject to final confirmation

REGISTRATION

- + One complimentary Full Delegate Registrations to the Conference and networking events.
- + Sponsor identification on staff name badges.



OTHER SPONSORSHIP *Opportunities*

ESPRESSO COFFEE STATION

Our morning buzz sponsor will be delivering pick-me-ups to a constant stream of delegates in the Centre. Your branded espresso pop-up cafe is located in the Trade Exhibition from Monday to Wednesday.

\$7,500 +GST

HYDRATION STATION

Our hydration sponsor will help attendees beat the heat with your logo design printed on the labels of water bottles available throughout the Conference.

\$3,000 +GST

HATS

(Supplied by Sponsor)

With your logo design on the front of all hats throughout the Conference, this sponsorship opportunity offers organisations an exceptional branding opportunity.

\$3,000 +GST

LANYARDS

Our collar bling sponsor will make sure everyone at the Conference is tagged throughout the whole event. Your logo is printed on lanyards attached to the name badge worn by all Conference attendees. Additional logos are additional \$500 +GST.

\$3,000 +GST

GROUP PHOTO

Our happy snaps sponsor will have the last smile with your logo captured on the iconic group photo. The keepsake will be distributed to all delegates at the conclusion of the Conference.

\$2,500 +GST

JET PACK SHOW WELCOME FUNCTION

Opportunity for your company to be associated with the wow factor in the first function of the conference.

\$3,000 +GST

COMEDIAN MONDAY NIGHT DINNER

Another sponsorship opportunity to customize the gags around your business.

\$2,500 +GST



ADDITIONAL OPPORTUNITIES

Maximise the impact of your messages to your target audience with additional contact points leading up to and at the Conference.

Exhibitors who would like extra exposure in advertising leading up to the Conference, please contact the Editor to discuss media opportunities in the magazine.

SACHEL INSERT

Additional product samples, promotional items or brochures (supplied by you) can be inserted into the stylish delegate satchels gifted to all delegates. Brochures are a maximum size of A4 and all inserts are subject to weight and size restrictions.

DELEGATE GIFTS/PRIZES

Please contact the AWCI Conference Manager to discuss alternative distribution of promotional items including room drops, table drops, and other options.

ON THE SURFACE MAGAZINE

The most well-read industry publication is produced on a quarterly basis and reaches out to readers all over Australia.

One sponsor per package. Please email your interest to info@awci.org.au for more information on the packages listed or other opportunities.



TRADE Exhibition

The AWCI Trade Exhibition is the central hub of activity at the Conference, with companies showcasing their latest technology and innovations, new products and software and emerging trends.

Delegates come to the Exhibition actively looking for manufacturers and suppliers who are at the leading edge in the industry. The Exhibition attracts a high number of visitors on a daily basis with a dynamic, friendly atmosphere.

The booth layout will provide maximum exposure for exhibitors and also enable delegates to move freely through the Exhibition before and after plenary sessions. Refreshment breaks will be held in the Exhibition Area providing a tremendous opportunity to interact with delegates.

The Program has been designed to allow for your staff to maximise their time with delegates and customers over the course of the Conference.

BENEFITS

- + Face to face contact with delegates throughout the Conference.
- + Opportunities to promote and demonstrate the goods and services you offer to the industry.
- + Targeted audience in the building and construction industry, many of whom do not attend other trade expos throughout the year.
- + Opportunities to build relationships with clients and potential customers at social and networking events.
- + Direct contact with decision-makers and key buyers during the three day event.
- + Branding and exposure leading up to the event with online links through the AWCI Conference website and e-news.

INCLUSIONS

- + Trade booth (approx. W 3.0m x D 2.0m x H 2.4m) in the Exhibition Area adjacent to Plenary Sessions
- + Booths have constructed panel walls, printed fascia sign, spotlights and standard furniture. Allocation, booth layout and sizing to be confirmed.
- + Logo and website link on AWCI Conference website.
- + Half page profile in the Delegate Conference Booklet.
- + Introduction in the e-newsletter featuring your logo and website.
- + 1 x brochure (max. A4 size) insert in the Conference Satchel supplied by you (costs may apply to additional sizes/items).
- + Exhibition space including the showcase Exhibition Mixer Monday 5pm

Packages from
\$2,600
+GST



Choose the exhibition package that makes an impact for your business at all the right times. AWCI National Members taking up an exhibition package receive a 5% discount on the cost of the booth component.

	EXTRA	VALUE	BASIC
Trade Booth located in the Exhibition Area - Monday to Wednesday (see Inclusions)	✓	✓	✓
Branding and exposure in the lead-up to the Conference and at the event (see Inclusions)	✓	✓	✓
Exhibitor identification on printed staff name badges	✓	✓	✓
Access to plenary sessions, keynote speakers, workshops and exhibition area	✓	✓	✓
^Refreshment breaks and catering in the Exhibition area with delegates	2 x staff members	1 x staff member	1 x staff member
Full Delegate Registration for engagement with delegates at social events and activities, including the below events: +Sunday Welcome Function +Monday Group Dinner +Tuesday Group Activity +Wednesday Awards of Excellence and Gala Dinner	2 x staff members	1 x staff member	--
^Catering charge of \$250 + gst per additional staff member not registered as a Full Delegate.	\$3860 +GST	\$3125 +GST	\$2600 +GST



TERMS & CONDITIONS

GENERAL TERMS AND CONDITIONS

- + By completing and sending the Booking Form to AWC I ANZ you accept these Terms and Conditions.
- + AWC I ANZ reserve the right to alter these conditions if warranted due to changed circumstances and without prior notice. The Conference Sub-Committee will have final determination of any display content or arrangements in so far as it may affect the overall presentation and conduct of the exhibition.
- + AWC I ANZ, the Conference Manager/ Organiser, Exhibition Company and the Conference hosting venue, shall be indemnified and held harmless in respect of all costs, claims, demands and expenses to which they may be subject as a result of loss, theft, injury, damage arising to any person or equipment throughout the duration of the exhibition, including set up and dismantle times. Please therefore ensure that your insurance will cover your involvement in this conference.
- + Any fees accrued by the organisers due to damage caused by a Sponsor or Exhibitor will be passed on via invoice accordingly.

SPONSORS AND EXHIBITORS

- + Acceptance of Sponsors, Exhibitors and satchel inserts are subject to approval by AWC I ANZ.
- + Sponsors and Exhibitors who are to provide logos, information, satchel inserts, etc. for the inclusion on printed or digital materials (and/or in delegate satchels) must do so in a timely manner by the deadline specified by the organiser in email or phone communication. The organisers are in no way responsible if printing, production or publishing deadlines are missed due to late supply of artwork or content.
- + Colour reproduction of advertisements and other print material will be as close to the specified colour as practical.

- + AWC I ANZ reserve the right to amend the Sponsorship program or tailor Sponsorship packages to benefit the Sponsor and/ or event. Every effort will be made to maximise Sponsor benefits as well as delegate experience.
- + Sponsors and Exhibitors must not assign, sublet or share the whole or part of your trade booth without the knowledge and consent of the Conference organisers. Extra costs may be incurred.
- + Your organisation consents to photographs and/or video taken during the Conference to be reproduced for promotional purposes by the AWC I.
- + The organiser cannot guarantee the number of delegates attending the Conference therefore no refund, whole or partial, can be given if numbers are not as high as expected. A refund will be available in the unlikely event the Conference is cancelled.

REGISTRATION AND ACCOMMODATION

- + The sponsorship/exhibitor fees do not include Delegate, Partner or Single Event Registration unless specifically stated as a Sponsor/Exhibitor benefit. Where free registration is offered the Sponsor/ Exhibitor must provide a named delegate to attend the conference.
- + The sponsorship/exhibitor fees do not include accommodation, travel or freight arrangements. It is the responsibility of the Sponsor/Exhibitor to manage the timely arrival of your freight and staff.

PRICING AND PAYMENT

- + Bookings will only be confirmed on receipt of a completed Booking Form and (a) 50% non-refundable deposit from Sponsors or (b) full payment from Exhibitors received by AWC I ANZ.
- + An invoice for the remaining balance for Sponsorships will be issued and final payment must be received by July 31, 2022.

- + Prices stated throughout this document are in Australian Dollars (AUD) and exclusive of GST.

CANCELLATION - EXHIBITORS

- + Exhibitor cancellations must be made in writing to AWC I ANZ and reply received. Exhibitor cancellations received and approved on or before June 30, 2022 will receive a refund of all invoiced payments less 10% administration fee.
- + Exhibitor cancellations received after June 30, 2022 will not be eligible for refund. However, if AWC I ANZ achieves a full quota of exhibitors at time of Conference, a refund of invoiced payments less 10% administration fee will be provided.

CANCELLATION - SPONSORS

- + Sponsor cancellations must be made in writing to AWC I ANZ and reply received. Sponsor cancellations received and approved on or before June 30, 2022 will receive a refund of all invoiced payments less the non-refundable deposit. Any branding expenses incurred related to the sponsor's package prior to cancellation will be passed on via invoice accordingly.
- + Sponsor cancellations received after June 30, 2022 will not be eligible for refund and all fees will be invoiced accordingly.

DISCLAIMER

- + Every effort has been made to present as accurately as possible all the information contained in this document. AWC I ANZ, its agents, servants or sponsors will not be held responsible for any changes in content or cost for all or any general or specific information contained therein. Any cost and content are subject to alteration without notice. All rights reserved.

BOOKING FORM

COMPANY DETAILS

Trading Name _____

Company Name (to appear on all AWCI Conference materials) _____

Contact Person _____

Job Title _____

Email _____

Telephone _____

Mobile _____

Address _____

State _____ Postcode _____

Country _____

PAYMENT METHODS

Credit Card (1.5% fee applies)

Card type Visa Mastercard

Card number _____

Expiry date _____ CVV _____

Name on card _____

Signature _____

Direct Deposit (use Invoice number as reference)

Name Association of Wall and Ceiling Industries

Australia and New Zealand

Bank Westpac

BSB 034 013 Acc 287034

PACKAGE SELECTION

Major Sponsorship packages

Diamond Sponsor \$25,000 +GST

Sapphire Sponsor \$15,000 +GST

Additional Sponsorship packages

Espresso Coffee Station \$7,500 +GST

Hydration Station \$3,500 +GST

Hats \$3,000 +GST

Lanyards \$3,000 +GST

Group Photo \$2,500 +GST

Jet Pack Show Welcome Function \$3,000 +GST

Comedian Monday Night Dinner \$2,500 +GST

Exhibition Trade Booths

Extra Exhibition Package \$3,860 +GST

Value Exhibition Package \$3,125 +GST

Basic Exhibition Package \$2,600 +GST

Additional Staff Catering \$250 +GST

Additional Promotional Channels

'On The Surface' Magazine

Additional Satchel Inserts

Partner Gift

SUBTOTAL

GST

TOTAL AMOUNT

EXHIBITORS - Full payment to be received with the signed and completed Booking Form. **SPONSORS** - 50% deposit to be invoiced with the signed and completed Booking Form. Remaining amount required by July 31, 2022 .

Please send completed form to the AWCI. info@awci.org.au



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InterContinental Sanctuary Cove Resort

August 21st - 24th 2022



For enquiries regarding sponsorship or exhibition please contact:

Kim Prout info@awci.org.au

Association of Wall and Ceiling Industries of Australia & New Zealand

PO Box 23 Cleveland 4107

The information contained in this document is correct at the time of publishing in March 2022

www.awci.org.au/75thawciconference2022