



Exhibition & Sponsorship Invitation

www.appita.com

4 - 7 December 2018 | Rotorua | New Zealand



**PAN PACIFIC
FIBRE VALUE CHAIN
CONFERENCE 2018**

Current research and perspectives on the Fibre Value Chain

EVENT INFORMATION

Appita is pleased to be hosting the biennial Pan Pacific Conference in conjunction with the Appita Fibre Value Chain Conference, Distinction Hotel, Rotorua, New Zealand 4 -7 December. Appita welcomes its sister associations ATCP Chile, Indonesian Pulp & Paper Association, Japan TAPPI, PAPTAC (Canada), Korea TAPPI, Taiwan TAPPI, TAPPPI (Philippines), and TAPPI (USA) as co-hosts.

The **2018 Pan Pacific Fibre Value Chain Conference** offers a unique opportunity for the Australasian pulp, paper, packaging and bioproducts industries to network and share ideas.

Themed, **“Current research & perspective on the Fibre Value Chain”**, this year’s conference will explore current research and perspectives on the Fibre Value Chain. Respected key industry leaders and international presenters will share their knowledge, thoughts and experience on how technologies and innovations are leading to new opportunities in developing sustainable and high value products from forest resources.

The event will feature breakout sessions, forums and workshops on pulp, paper, packaging as well as bio-manufacturing and related industries

The conference attracts CEOs, mill managers, superintendents, researchers, process engineers, suppliers and consultants from across the globe for a comprehensive program that includes a peer-reviewed technical program, forums, symposia and multiple networking opportunities. Our conference social events are a great opportunity to network with your peers and build lasting business relationships.

We hope you can join us at the 2018 Pan Pacific Fibre Value Chain Conference in beautiful Rotorua, New Zealand.

Visit www.appita.com for further details.

PROGRAM OUTLINE

TUESDAY 4 DEC 2018

- Breakfast Meet & Greet
- Conference Opening & Awards
- Bioproducts Manufacturing Symposium
- Maintenance Forum

WEDNESDAY 5 DEC 2018

- Plenary
- Bioproducts Manufacturing Symposium
- Food Contact Material Forum
- Technical Sessions
- New Speakers Competition

THURSDAY 6 DEC 2018

- Plenary
- Papermakers Forum
- Young Professionals Network Forum
- Mill Managers Forum

FRIDAY 7 DEC 2018

- Young Professionals Network Team Building

SPONSORSHIP PROSPECTUS

Appita invites you to consider sponsoring the 2018 Pan Pacific Fibre Value Chain Conference. Event sponsorship allows companies to reach key industry stakeholders and build long-lasting relationships. Call us today to discuss sponsorship opportunities and benefits.

Contact Jenny Ponter
by email: jenny@appita.com.au
or phone: +61 3 9467 9722.

PLATINUM

BREAKFAST MEET & GREET NZD 12,500 (+15% GST)

- Exclusive naming rights to the Breakfast Meet & Greet
- 15-minute presentation by company representative at the Conference Opening
- Four (4) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material during the Breakfast Meet & Greet
- Full page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

MILL MANAGERS FORUM NZD 15,000 (+15% GST)

- Exclusive naming rights to the Mill Managers Forum
- 30-minute presentation by company representative at the Mill Managers Forum
- Four (4) full conference registrations
- Hosted Mill Managers lunch at the Distinction Hotel Restaurant
- Recognition as sponsor on all marketing collateral
- Main sponsor branding on all communication to forum attendees
- Banners and display material in the forum room
- Sponsors promotional leaflet inserted in the conference bag (to be supplied by sponsor)
- Full page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

CONFERENCE DINNER NZD 15,000 (+15% GST)

- Exclusive naming rights to the Conference Dinner
- 15-minute presentation by company representative at the Conference Dinner
- Two (2) full conference registrations
- Ten (10) tickets to the Conference Dinner
- Recognition as sponsor on all marketing collateral
- Banners and display material throughout the venue
- Full page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

GOLD

BIOPRODUCTS MANUFACTURING SYMPOSIUM

NZD **5,500** (+15% GST)

- Exclusive naming rights to the Bioproducts Manufacturing Symposium
- 30-minute presentation by company representative at the Bioproducts Manufacturing Symposium
- Two (2) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material in the session room
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

FOOD CONTACT MATERIAL FORUM

NZD **5,500** (+15% GST)

- Exclusive naming rights to the Food Contact Materials Forum
- 30-minute presentation by company representative at the Food Contact Materials Forum
- Two (2) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material in the session room
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

PAPERMAKERS FORUM

NZD **5,500** (+15% GST)

- Exclusive naming rights to the Papermakers Forum
- 30-minute presentation by company representative at the Papermakers Forum
- Two (2) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material in the session room
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

YOUNG PROFESSIONALS NETWORK FORUM

NZD **5,500** (+ 15% GST)

- Exclusive naming rights to the Young Professional Network Forum
- 30-minute presentation by company representative at the Young Professional Network Forum
- Two (2) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material in the session room
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

MAINTENANCE FORUM

NZD **5,500** (+ 15% GST)

- Exclusive naming rights to the Maintenance Forum
- 30-minute presentation by company representative at the Maintenance Forum
- Two (2) full conference registrations
- Recognition as sponsor on all marketing collateral
- Banners and display material in the session room
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

YOUNG PROFESSIONALS NETWORK TEAM BUILDING DAY

NZD **5,500** (+ 15% GST)

- Exclusive naming rights to the Young Professional Network Team Building Day
- Company logo on YPN T- shirt
- Five (5) registrations for the team building day
- Recognition as sponsor on all marketing collateral
- Banners and display material at the event
- Half page advertisement and advertorial in the pre-conference issue of the Appita TIME magazine

SILVER

NEW SPEAKERS COMPETITION

NZD **3,300** (+15% GST)

2 OPPORTUNITIES

- 10-minute presentation by sponsor's representative at the Conference Dinner
- Presentation of the New Speakers Award at the Conference Dinner
- Two (2) tickets to the Conference Dinner
- Banners and display material throughout the final contest at conference
- Company logo on Appita conference website
- Recognition as sponsor on all marketing collateral

CONFERENCE BAGS

NZD **3,500** (+15% GST)

- Sponsors logo on conference bags
- Sponsors promotional leaflet inserted into the conference bags
- Company logo on the Appita conference website
- Recognition as sponsor on all marketing collateral
- Sponsors recognition at conference opening.

BEST MILL PAPER AWARD

NZD **3,300** (+15% GST)

2 OPPORTUNITIES

- 10-minute presentation by sponsor's representative at the Conference Dinner
- Presentation of the New Speakers Award at the Conference Dinner
- Two (2) tickets to the Conference Dinner
- Banners and display material throughout the final contest at conference
- Company logo on Appita conference website
- Recognition as sponsor on all marketing collateral

AFTER SESSIONS NETWORKING

Tuesday and Wednesday

NZD **3,300** (+15% GST)

2 OPPORTUNITIES

- 10-minute presentation by sponsors representative
- Banners and display material throughout function
- Company logo on Appita conference website
- Recognition as sponsor on all marketing collateral

BRONZE

CONFERENCE PENS AND PADS

NZD **2,500** (+15% GST)

- Company name and logo on pens and pads
- Company logo on Appita conference website
- Recognition as sponsor on all marketing collateral
- Recognition in the Appita TIME magazine

CONFERENCE LANYARDS

NZD **2,200** (+15% GST)

- Company name and logo on lanyards
- Company logo on Appita conference website
- Recognition as sponsor on all marketing collateral
- Recognition in the Appita TIME magazine

CONFERENCE INSERTS

NZD **560** (+15% GST)

- Company leaflet/brochure distributed with delegated welcome pack and conference bags

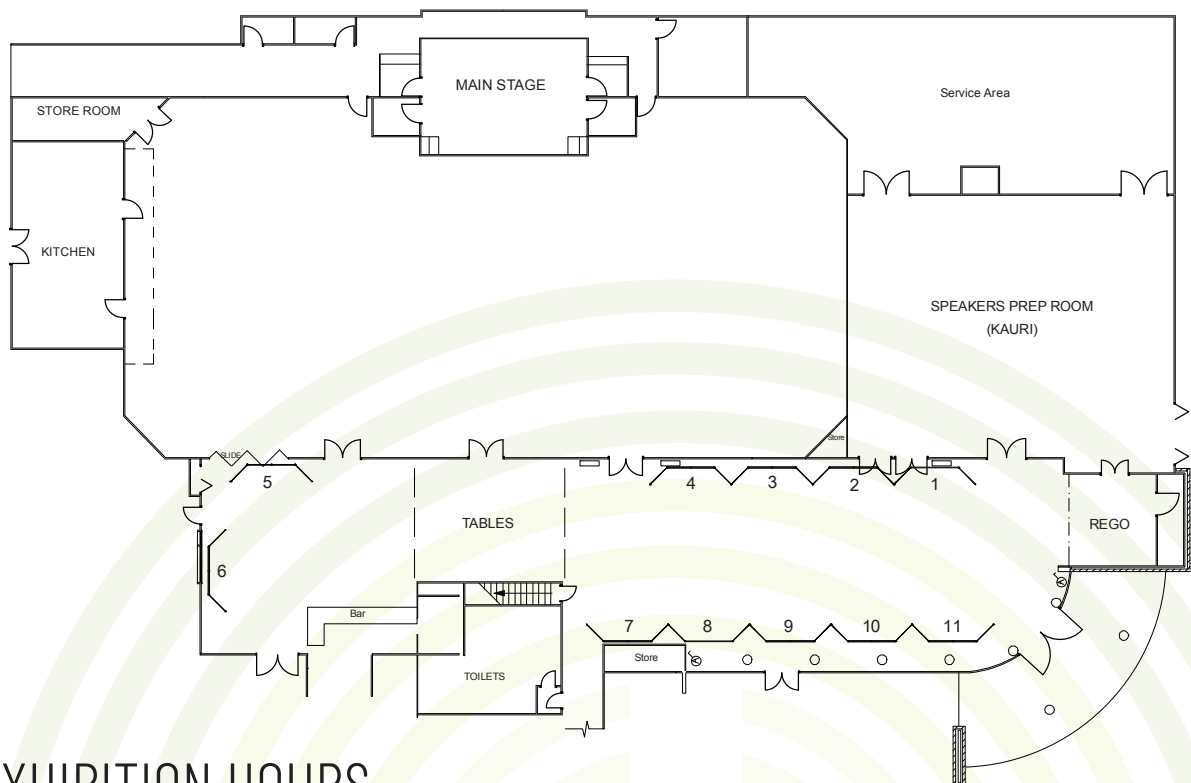
EXHIBITION OPPORTUNITIES

There are only limited exhibition opportunities for this event. Eleven (11) exhibition stands are available with premium exposure to delegates and key decision makers from across the Oceania-Pacific region. Unlike other larger

exhibition or trade fairs, where you're competing with many exhibitors for the attention of key decision makers, the Appita Conference provides greater opportunity to be seen.

EXHIBITION LOCATION

The exhibition stands will be in the Fenton Foyer of the Distinction Hotel. The construction of the trade show stands will commence on Monday 3 December at 7:00 a.m. and exhibitors should be able to commence moving in at 3.00 p.m. on Monday, or Tuesday morning before 7.00 am.



EXHIBITION HOURS

The exhibition will be open on the 4 – 6 December: 8:00 am – 5:00 pm

MONDAY 3 DEC	TUESDAY 4 DEC	WEDNESDAY 5 DEC	THURSDAY 6 DEC
3:00 pm - 5:00 pm Exhibitors move in	7:30 am - 8:30 am Meet & Greet Breakfast 8:30 am - 5:00 pm Conference commences 5:00 pm - 6:00 pm After sessions Networking	8:30 am - 5:00 pm Conference commences 5:00 pm - 6:00 pm After sessions Networking	8:30 am - 5:00 pm Conference commences 7:00 pm - 11:00 pm Dinner (off site)



EXHIBITION STANDS

Exhibition stand details:

- STAND:** 3.38 w x 2.5 h x 950mm deep
- WALLS:** White melamine in an aluminum Octanorm frame.
- FASCIA:** Digitally printed fascia board sign. Characters will be printed in black.
- LIGHTING:** One (1) 300-watt arm light mounted on back panel.
- POWER:** One (1) 4-amp single power point per stand. Power point positioned at rear of stand.
- FURNITURE:** One trestle table, 2 chairs, black table cloth. Due to limited space, exhibitors will be unable to purchase their own furniture.



EXHIBITION STAND PRICE

DISPLAY STANDS
(Members) NZD **2500** (+15% GST)

DISPLAY STANDS
(Non-members) NZD **3500** (+15% GST)

EXHIBITOR'S INCLUSIONS

- One (1) display stand with furniture (details above)
- Two (2) full complimentary registrations Morning tea, lunch and afternoon tea (3 days)
- All social and networking functions
- List of conference attendees
- Exhibitors listed on Appita conference web page
- ¼ page ad in the pre-conference issue of the **Appita TIME** magazine* (Advert must be submitted by 1 August 2018)

EXHIBITORS SHOWCASE

Appita will feature the exhibitor's products and services in the July/September 2018 issue of the Appita TIME magazine, at no additional cost.

Information must be provided in electronic format, no more than ¼ page*.

If advertisement is not provided in correct format, then additional fees may apply. * Size 130mm x 90mm, advertising artwork to be supplied in 300 dpi high resolution, pdf, eps, tiff or jpeg.

EXHIBITORS' TERMS & CONDITIONS

Exhibitors Registration

All exhibitors must register to attend the 2018 Pan Pacific Fibre Value Chain Conference. The registration forms are available at www.appita.com
Once registered the exhibitor will receive a Welcome Pack with information regarding exhibiting at the **2018 Pan Pacific Fibre Value Chain Conference**.

Payment Terms

Initial Payment: 50% of the total payable is required as a deposit.
Final Payment: Balance payable on or before the 4 November 2018. Exhibitors booking after the 4 November 2018, will be required to make full payment upon booking. A full list of terms & conditions is available at www.appita.com.

Security & Insurance

It is the responsibility of each exhibitor to arrange insurance for the goods on their stand/s and to maintain security during the hours when the exhibition is open. Please forward a copy of your Certificate of Currency to Jenny Ponter (jenny@appita.com.au) prior to the exhibition.

Delivery of Goods

The Distinction Hotel requests that all items:

- Are couriered to the Fenton Foyer
- Have a delivery label attached to each item
- Are marked with stand number and name

Deliveries may be sent to the Distinction Hotel (appropriately labelled) a week prior to the conference.

Cancellation fee

PRIOR TO 31 AUG 2018

**50% refund of deposit
less AUD 300
Administration charge**

SEP - 9 NOV 2018

75% of space charge

AFTER 9 NOV 2018

No refund

Please note: Stand numbers or sites will be allocated on a 'first come-first served' basis. If available, stands will be allocated as requested and will be booked on payment of deposit. Due to limited space, if the final payment is not received by the due date, allotted stands may be reallocated at the discretion of the organiser. This will be discussed with the company making the stand booking before any changes to location are made.

Terms and Conditions

Please read the Terms and Conditions before booking.

EXHIBITORS' TERMS & CONDITIONS

1. Exhibitors shall be bound by the rules and regulations set forth herein and by such amendments or additional rules and regulations which may be established by Appita. Reference to the Appita Annual Conference and Exhibition shall be deemed to include the endorsers: The advisory committee, the managing directors of the trade Exhibition and any duly authorised representative, agent or employee of the foregoing.
2. No Exhibitor shall exhibit or permit to be exhibited in the space allotted to them any programs or services other than those specified in the Application for Space form.
3. Space rental shall include both sizes specified in the application contract, uniform identification sign showing company name, in letters on the fascia. Width of all spaces shown in the official floor plan is from centre of side rails and depth is overall measurement from face of the front post to face of rear post. Appita reserves the right to alter or move rented space where deemed necessary. Exhibitors must obtain permission from Appita if they wish to build outside this space.
4. An exhibit shall not obstruct the view on adjoining exhibits nor be operated in any manner objectionable to other Exhibitors. All lighting within the exhibit must be arranged and operated so as not to be distracting to adjacent Exhibitors. or audio or sound devices operated in an objectionable manner in the opinion of Appita shall be prohibited.
5. All Exhibitors will be confined to the space provided and shall not allow any display material to be hung from or applied to any building fixture; no permanent adhesives or paint should be applied to, or any holes drilled in the building or display partition. Particular care should be taken with protection of existing floor covering from chemical, oil or paint spillage and excessive concentrated weight. Any damage shall be entirely at the Exhibitors cost.
6. All materials used for decorative purposes shall be flameproof. Explosives and inflammable materials which conflict with the Underwriter's Fire Prevention or Fire Department rules shall not be permitted.
7. Installation and dismantling of the exhibit material must conform to the timetable specified.
8. The Exhibitor hereby agrees not to contract for, nor to use, any services in connection with its exhibit within the venue, except such as shall be made available or approved by Appita. Not less than thirty days before the opening date of the Exhibition, the Exhibitor shall supply to Appita the names of any persons or organisations other than those designated as official contractors, who are proposed for the performance of any services to the Exhibitor, and Appita will promptly notify Exhibitor of its approval or otherwise of such selections.
9. The Exhibitor shall not permit exhibitions, raffles, donations or other promotional measures that require guest to be present at a specified location and time, and all unusual promotional plans must be approved by Appita no later than 30 days prior to the Conference. Catalogues, souvenirs, literature, printed matter or any other items to be distributed at the Exhibition may be subject to approval by Appita and any distribution must be made from the Exhibitor's space. Any material not approved by Appita shall not be distributed.
10. Admission will be by the Appita name badge only. Identification badges are not transferable.
11. Rights of an Exhibitor shall not be assignable to any other company or person.
12. No Exhibitor shall have the right prior, to closing of the Exhibition, to pack or remove articles or exhibit without the permission and approval in writing from Appita.
13. All space shall be paid for by payment of a deposit at the time the contract is submitted and the balance on or before the specified date.
14. The Exhibitor shall have an authorised representative present at the Exhibition throughout all exhibit periods and during the installation and dismantling of the exhibit. The name of the authorised representative shall be furnished to Appita not less than 30 days before the opening date of the Conference.

EXHIBITORS' TERMS & CONDITIONS cont..

15. It is expressly understood and agreed by the Exhibitor that he/she will make no claim of any kind against the Executives of the Conference, Appita, or contractors to Appita for any loss, damage, theft or destruction of goods, nor for any injury that may occur to himself or his employees while in the venue, nor for any damage of any nature, or character whatsoever, and without limiting the foregoing, including any damage to his business by reason of the failure to provide space for an exhibit or removal of the exhibit, or for any action of the executives of the conference or Appita in relation to the exhibit or Exhibitor, and the Exhibitor shall be solely responsible to its own agents and employees and to all third persons, including invitees and the public for all claims, liabilities, actions, costs, damages, and expenses arising out of or relating to the custody, possession, operation, maintenance, or control of said leased space or exhibit, for negligence or otherwise relating thereto, and said Exhibitor does hereby indemnify and hold harmless the executive of the Conference, contractors to Appita, or Appita, against any and all such claims as may be asserted against it.
16. Should any contingency interrupt or prevent the holding of the Exhibition, Appita will return such portion of the amount paid for space as may be determined to be equitable by Appita, after deduction of such amounts as may be necessary to cover expenses incurred by Appita in connection with the Exhibition. If for any reason Appita determines that the location of the Exhibition should be changed or the dates of the Exhibition altered, no refund will be made but Appita shall assign to the Exhibitor, in lieu of the original space, such other spaces as Appita deems appropriate and the Exhibitor agrees to use such space under the same rules and regulations. Appita shall not be financially liable or otherwise obligated in the event the Exhibition is cancelled, postponed or relocated except as provided herein.
17. Upon acceptance of this application by Appita, it shall be a legally binding contract between the Exhibitor and Appita, provided that either party may cancel this contract on condition that written notice of such cancellation is received by the remaining party at least 60 days prior to the scheduled opening date of the Conference as provided herein; and further provided that full amount of rental paid will be refunded only on condition that such cancellation is made by Appita.
18. Appita shall have the power to adopt and enforce all Conference attendance rules and regulation and all rules and regulations with respect to the kind, nature and eligibility of Exhibitors adopted by it or set forth herein, and its decision on any matters which may arise hereunder shall be final.
19. Force Majeure. Under the conditions of force majeure which also includes strike, lock-out, closure, riots, Appita reserves the right to alter dates and opening/closing times or to even cancel the Exhibition.
20. All moving parts of machinery forming parts of a stand or exhibit shall be securely fenced and comply with any requirements of the Work Cover Authority.
21. All fees quoted for the Exhibition are in New Zealand Dollars with New Zealand GST applicable, regardless of where your company is based. All fees quoted for Sponsorship are in New Zealand dollars and are as follows:

New Zealand Companies – GST applicable.
Non-New Zealand companies – GST not applicable.
22. Exhibitor information will only be used for the purposes (primary and secondary) which are permitted by the Information Privacy Act 2000, and we will take reasonable steps to ensure that we make the Exhibitor aware of how we use the information. We may use your company information in a variety of ways including: Updating you with Conference information, invoicing, maintaining our relationship with you, and assisting you with future business, provision of an attendees list when you register at the Conference. The organisations to which we make disclosures include: Venues and Service Providers.