



BREATHE FREELY Australia



**WESTERN AUSTRALIA
SILICA + CONSTRUCTION
ROADSHOW
SPONSORSHIP PROSPECTUS**



BREATHE FREELY Australia



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INTRODUCTION

The Breathe Freely Australia (BFA) silica & construction roadshows brought to you by the Australian Institute of Occupational Hygienists (AIOH) will be held in three Western Australia locations:

- Monday 18th November 2019, Perth-North metro.
- Tuesday 19th November 2019, Perth-South metro.
- Thursday 21st November 2019, Bunbury

The Breathe Freely Australia (BFA) initiative will bring together workers, decision makers, OHS professionals, industry, regulators and government to make a difference and improve worker health protection.

These roadshows will provide the ideal opportunity to build awareness and raise the profile of your organisation amongst health & safety decision makers, occupational hygiene leaders and practitioners representing all sectors both national and international.

Delegates represent construction & engineered stone bench top industry sectors.

The members of the Western Australia BFA steering group are very enthusiastic about the level of discussion, networking, interest and number of leads we are generating from the BFA initial roadshow & these upcoming events.

Sponsorship of these roadshows is a great way to showcase your organisation's commitment to worker health & protection, occupational hygiene & we expect that you will achieve maximum exposure and recognition.

We offer a wide range of sponsorship to suit your needs and brand. We look forward to enjoying the mutual benefits of creating a sponsorship agreement.

We hope you choose to partner with us for what is shaping up to be a most successful BFA campaign.

In 2019, the BFA Western Australia roadshows are expected to generate a vast amount of interest & engagement.

We hope you take up the opportunity to secure your place of recognition at these memorable, events.

**Dr Julia Norris
AIOH President 2019**



BENEFITS OF PARTICIPATION



MAXIMUM EXPOSURE AT THE EVENTS

The BFA Western Australia silica & construction roadshows is the gathering of key decision makers providing you with access to an exclusive market with a specific interest in occupational health and safety. Take advantage of this opportunity to deliver a clear message about your commitment to worker protection and health in the engineered stone & construction industries.

CAPTIVE TARGET MARKET

Inform and update all the decision makers in the industry about your organisation's products, services and good practices. Increase exposure to, and awareness of, your products, services and practices. Draw your target market to you. Take advantage of a captive audience in one place at one time.

RAISE BRAND AWARENESS

Early sign up will provide you with the highest degree of exposure for your company, brand and product and will ensure you avoid missing out on any benefits. As a valued sponsor of the roadshow you will receive priority in our marketing and communications campaign.

DEVELOP NEW & EXISTING RELATIONSHIPS

There are significant networking opportunities available throughout the roadshows.

Take advantage of being a sponsor of the BFA WA silica & construction campaign being delivered by the Australian Institute of Occupational Hygienists (AIOH).

Interact with attendees face-to-face within the venue area during the roadshows and break times.

CULTIVATE A COMPETITIVE EDGE

In 2019, this silica & construction roadshow will provide you with a unique ability to position your company above your direct competitors as well as demonstrating your support of the industry.

A CUT ABOVE THE REST

The BFA roadshow attendees are keen to improve their technical and practical knowledge.

Aligning your company with BFA roadshows demonstrates your commitment to assisting their professional development, and worker health and protection.

PRELIMINARY PROGRAM

The roadshow provides the best opportunity for health and safety decision makers in the construction & engineered stone bench top industries to obtain the latest information, essential in understanding and responding to key developments in worker health and protection. The professional development opportunities offered through the roadshow will be complemented by engaging and informative networking functions, networking opportunities and a buzzing roadshow.

Time	Topic	Presenter
08:30	Registration & Networking	
09:00	Welcome	AIOH
09:10	Health In Stone Bench Top Industry - The Regulator's View	Sally North, Worksafe WA
09:40	Silicosis / Health Surveillance	Worksafe WA, Occ. Physician
10:10	Do You Breathe Freely?	Dr Barry Chesson/Dr Julia Norris
10:40	Break and Networking	
11:00	Dust Control In Silica Workshops	Industry Presenter
11:30	Respiratory Protection	
12:00	Gold Sponsor Address	5min delivery by Gold Sponsor
12:05	Q&A	All
12:20	Closing remarks	AIOH

*This is an indicative program & is subject to change

SPONSORSHIP OPPORTUNITIES

High level association with



GOLD SPONSOR

\$7,500 ex GST

1 opportunity available



GOLD SPONSORSHIP INCLUSIONS

- Address the attendees for a maximum of 5 minutes (at a time to be confirmed by BFA). This is exclusive to a Gold sponsor only & is at the Gold sponsors discretion if they wish to present, or not. This is your opportunity to showcase how your organisation supports the BFA initiative of raising awareness how to reduce exposures to dust which causes occupational lung diseases. Presentations must be submitted by the date requested & be approved by the BFA WA steering group. A sales presentation will not be approved for delivery.
- 2 documents (max A4 size each) which you can display on the table of information with other BFA material. This x2 A4 size document distribution is exclusive to a Gold sponsor only.
- Opportunity to display your product/service in a dedicated area at the back of room, exclusive to Gold and Silver sponsors only.
- Acknowledgement of sponsorship during the opening and closing sessions, and at appropriate times throughout the conference.
- Your company logo & hyperlink back to your homepage will be on the Sponsorship page of the BFA website for the duration of your sponsored roadshow.
- Your company logo will appear prominently on all roadshow digital marketing material, such as social media & email distribution lists, email teasers, registration & attendance forms etc.
- Your company logo will appear on AV screens at roadshow venue as part of the welcome screen display to your sponsored event.
- Your company pull-up banner can be displayed in a prominent position (as selected by the BFA). The pull-up banner dimensions are up to 1m wide x 2m high and is supplied by the sponsor and is contingent upon BFA approval.

ATTENDEE LIST

A list of attendees will be sent to you 5 working days after the roadshow. List includes name & email address. Due to privacy laws, some delegates may opt out of the list.

SILVER SPONSOR

\$5,000 ex GST

2 opportunities available



SILVER SPONSORSHIP INCLUSIONS

- x1 A4 size document (max A4 size) which you can display on the table of information with other BFA material.
- Acknowledgement of sponsorship during the opening and closing sessions, and at appropriate times throughout the conference.
- Opportunity to display your product/service in a dedicated area at the back of room, exclusive to Gold and Silver sponsors only.
- Your company logo & hyperlink back to your homepage will be on the Sponsorship page of the BFA website for the duration of your sponsored roadshow.
- Your company logo will appear on all roadshow digital marketing material, such as social media & email distribution lists, email teasers, registration & attendance forms etc.
- Your company logo will appear on AV screens at roadshow venue as part of the welcome screen display to your sponsored event.
- Your company pull-up banner will be displayed in a prominent position (as selected by the BFA). The pull-up banner dimensions are up to 1m wide x 2m high and is supplied by the sponsor and is contingent upon BFA approval.

ATTENDEE LIST

A list of attendees will be sent to you 5 working days after the roadshow. List includes name & email address. Due to privacy laws, some delegates may opt out of the list.

BRONZE SPONSOR

\$2,500 ex GST

3 opportunities available



BRONZE SPONSORSHIP INCLUSIONS

- x1 A5 size document (max A5 size) which you can display on the table of information with other BFA material.
- Acknowledgement of sponsorship during the opening and closing sessions, and at appropriate times throughout the conference.
- Your company logo & hyperlink back to your homepage will be on the Sponsorship page of the BFA website for the duration of your sponsored roadshow.
- Your company logo will appear on all roadshow digital marketing material, such as social media & email distribution lists, email teasers, registration & attendance forms etc.
- Your company logo will appear on AV screens at roadshow venue as part of the welcome screen display to your sponsored event.
- Your company pull-up banner will be displayed in a prominent position (as selected by the BFA). The pull-up banner dimensions are up to 1m wide x 2m high and is supplied by the sponsor and is contingent upon BFA approval.

ATTENDEE LIST

A list of attendees will be sent to you 5 working days after the roadshow. List includes name & email address. Due to privacy laws, some delegates may opt out of the list.

BREAK SPONSOR

\$1,000 *ex* GST

1 opportunity available

Acknowledgement as sponsor of Break on the selected day.

Formal acknowledgement by session chair before sponsored break. An opportunity to display your company banner & business cards (supplied by sponsor) at the catering stations and/or lounges (as advised by BFA) during selected break.

BRANDING OPPORTUNITIES

- Acknowledgement of Sponsorship during the Opening and Closing Sessions, and at appropriate times throughout the conference
- Your company logo will appear on the Sponsor page of the BFA website for the duration of your sponsored event.

ATTENDEE LIST

A list of attendees, shared to you 5 working days post to the roadshow. List includes name & email address.

Due to privacy laws, some delegates may opt out of the list.

CUSTOMISED SPONSORSHIP PACKAGE

To discuss other sponsorship opportunities or create a customised package please contact us.



SPONSORSHIP SNAPSHOT

	GOLD	SILVER	BRONZE	BREAK
Opportunity to address attendees	✓	✗	✗	✗
Opportunity to display product/service at venue	✓	✓	✗	✗
x2 A4 document displayed for attendees	✓	✗	✗	✗
x1 A4 document displayed for attendees		✓	✗	✗
x1 A5 document displayed for attendees			✓	✗
Logo displayed on digital promotional material	✓	✓	✓	✗
Your company banner displayed in prominent position	✓	✓	✓	✗
Your logo on Welcome AV screen	✓	✓	✓	✗
Advertising in electronic marketing proceeding	✓	✓	✓	✗
Sponsorship acknowledgement during roadshow	✓	✓	✓	✓
Your logo on BFA Sponsor webpage	✓	✓	✓	✓
Attendee list provided	✓	✓	✓	✓

CONTACT & NEXT STEPS

FOR FURTHER ENQUIRES CONTACT:

Sandra Wray
 BFA Marketing Coordinator
 bfa@aioh.org.au
 (03) 9338 1635

Dr Julia Norris
 AIOH President 2019
 president@aioh.org.au

[CLICK HERE FOR ONLINE BOOKING ENQUIRY FORM](#)

TERMS AND CONDITIONS

By making a booking at the BFA WA 2019 Roadshows , you (the Sponsor), are entering into an agreement with BFA/AIOH (the Organisers) and agree to the following terms and conditions:

BOOKING, PAYMENT AND CANCELLATION TERMS

Bookings: All Bookings must be made through the online booking enquiry form and will be acknowledged within 5 working days via a confirmation email.

PAYMENT

All prices listed are excluding GST. Payment in full (100%) is required within 7 working days of receipt of invoice. On receipt of confirmation, a tax invoice will be forwarded to you. Until full payment is received, unless prior arrangements have been made, the 'reserved' sponsor space will remain available for sale. Acknowledgement on the BFA website and promotional materials will not be made until payment is received.

CANCELLATIONS/REFUNDS

By submitting the online booking enquiry form you acknowledge and accept the following cancellation costs: More than 90 days prior to the event – No charge 60-90 days – 30% of agreed value 30-60 days – 50% of agreed value Less than 30 days prior – 100% of agreed value The AIOH may, at its discretion, waive the above charges if a replacement sponsor can be found to fill the vacancy. It is the responsibility of the sponsor to immediately notify the BFA Marketing Coordinator of any change to participation or involvement. All sponsorship cancellations must be submitted in writing, and will be subject to a \$250 administrative fee. No refunds will be made after 31 October 2019. All refunds are at the discretion of the Organisers.

ARRANGEMENT OF DISPLAYS

The Sponsor is required to arrange its approved displays so as not to obstruct the general view or conceal other exhibits. No signs or banners are to be placed outside of the space assigned to each sponsor. Sponsors may not stand in the aisles or hand out non-approved materials, flyers or bags.

DISPLAYING PRODUCTS

If the Sponsor is displaying products or any material which is determined, in the Organisers view, to be inappropriate, including, for example, materials that are offensive, disparaging or discriminatory, will be asked to remove its products or exhibition.

GOLD SPONSOR

The opportunity to speak is entirely up to the Gold sponsors discretion. NB: This is not the platform for a sales pitch. All presentations must be submitted by the date requested, & approved by the BFA WA steering group. A sales presentation will not be approved for delivery.

SPONSOR PROPERTY

The property of the Sponsor is deemed to be under their responsibility, control and oversight at all times, including in transit to and from the venue and within the confines of the venue. The stand, materials, displays and equipment should not be left unattended at any time. Please note that it is not possible to secure or lock the display areas.

SPONSORSHIP INCLUSIONS

The Sponsor must not exceed any entitlements of their purchased sponsorship. The allowed number, sizes, locations of banners, documents & business cards are clearly stipulated in each sponsorship option. You are only permitted to promote your business at the venue location(s) & level that you have purchased. Failure to adhere to your inclusions may result in an additional invoice being raised for additional entitlements that you used that you did not pay for. If you need any clarification, please contact bfa@aioh.org.au

LIABILITY

The Organiser accepts no responsibility whatsoever for any loss of or damage to or theft of property (including materials, displays and equipment) belonging to the Sponsor.

MARKETING MATERIAL

The sponsor must send their artwork, in the requested format for inclusion in various marketing materials no later than the date specified to you by the organiser. If artwork is submitted past the organisers specified date, it will only be included as timing & resources permit.

GENERAL

Alterations to terms and conditions:

The Organisers reserve the right to alter these terms and conditions at any time and for any reason.

ALTERATIONS TO DATES OF THE ROADSHOWS

The Organisers reserve, in their absolute discretion, the right to alter the dates of the roadshows and will use all reasonable endeavours to provide the sponsors with reasonable prior notice of the change of date.