

Inside ICHCA

Australia

January 2011

About ICHCA – International Cargo Handling Co-ordination Association:

ICHCA's Objective is to increase knowledge of ways to improve the efficiency and economy in the handling and movement of goods, from origin to destination by all modes and at all phases of the national and international transport chains.

ICHCA Australia Ltd is proud to be part of the ICHCA International Ltd global network. Members can access past newsletters and other useful information by going to the international website at www.ichca.com.

To join ICHCA, please contact Ian Lovell, Company Secretary of ICHCA Australia Ltd on ian.lovell@bigpond.com or telephone 0400 708 182.

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Sydney Ports Final Trial of Port Reforms

Sydney Ports has started the final industry trial of the ground-breaking Port Botany Landside Improvement Strategy (PBLIS) penalty system for stevedores and road operators.

From February 1, Sydney Ports started a trial run of the new PBLIS system which will ultimately see financial penalties between port users for failure to meet regulated benchmarks.

Sydney Ports CEO, Grant Gilfillan, said the reforms had already started with the organisation receiving landside performance information from the stevedores to improve transparency and establish performance standards at Port Botany.

“The final trial will allow stevedores and road operators the chance to adapt to the new performance management framework between them. Once we fully verify accurate performance information from

the stevedores, we intend to turn on the system and begin enforcing the payment of penalties for non-performance between the parties.”

Sydney Ports staff will be manning container terminal gates, actively monitoring queue times, arrival times and truck turnaround times during the trial. The trial is expected to last until 28 February, subject to the data provided.

More information at www.sydneyports.com.au.

Australasian Ports & Harbours Congress 2011

This Conference has a star studded line up and ICHCA members get 15% discount.

Australasian Ports

& Harbours Congress 2011

21 -23 February 2011, Novotel, Brisbane

The **Australasian Ports and Harbours Congress 2011** is the region’s best conference. It features an unrivalled speaker line-up, with CEO presentations from ports in Australia, New Zealand, PNG, Indonesia, USA and Europe.

Make sure you register to attend **Australasian Ports and Harbours Congress 2011** if you want to:

- Engage with key decision makers
- Plan new infrastructure projects in a cost-effective way
- Identify new sources of capital
- Remain competitive and attractive
- Integrate intermodal logistics into existing processes

Also, if you are a port user then this event is for you as well. Ensure port operators are up-to-date with your needs. Engage with other shipping companies and the resource industry. Hear which ports are expanding to meet your future growth demands. See pages 4 and 5 of the brochure.

Here is what one port user said:

“The Australasian Ports and Harbours Congress 2011 will be a good forum for port users to discuss their problems and opportunities and speak about our future expectations of port operators”

Captain Brett Whiteoak, Australasian Shipping Manager, **BP Shipping**

All members of the ICHCA receive **15% off registration** for the congress. Call **+61 2 9281 3950** and quote code ICH or click on link below to register.

<https://secure.terrapinn.com/V5/rCalc.aspx?E=3829&R=XAAJ>

IMO Fraud Alert

The International Maritime Organization (IMO) has been made aware of various correspondence, being circulated via e-mail or in the form of invoices issued by, or in association with IMO and/or its officials. These scams may seek to obtain money and are fraudulent.

The IMO's warning is published below:

IMO wishes to warn the public about these fraudulent activities being perpetrated purportedly in the name of the organisation, and/or its officials, and would appreciate your bringing suspect communications to its attention.

IMO strongly recommends that extreme caution be exercised in respect of such solicitations. Financial loss could result from the transfer of money to those issuing such fraudulent correspondence. Victims of such scams may also report them to their local law enforcement authorities for appropriate action.

Should you have any doubts about the authenticity of an e-mail, letter or telephone communication purportedly from, for, or on behalf of IMO and/or its officials, please contact us at e-mail address: info@imo.org before taking any further action in relation to the correspondence.



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Federal Government Endorses Coal Track Competition Framework

The Queensland Government has welcomed the Federal Government's decision to certify Queensland's coal rail network access regime. The regime has been certified for a period of 10 years.

Queensland Treasurer, Andrew Fraser, said the certification was an endorsement of the policy parameters the Government put in place for the central Queensland coal rail network access regime ahead of the public float of QR National.

"This decision means the network's regulation will stay under the jurisdiction of the Queensland Competition Authority, as opposed to the national regulator. The Queensland Government has always maintained a policy of promoting fair competition and efficiency for access seekers on the coal track network."

He said this was the final tick of approval that provides certainty for mining companies, QR National and other parties alike.

ICHCA 2012 Conference – Call for Speakers and Sponsors

Planning for the 8-11 May, 2012 ICHCA International Conference in Melbourne is gathering pace with organisations registering as sponsors and with speakers. However, there is still room for more to take up the opportunity.

Complete details can be found at the end of this newsletter.

Demonstrating the international attraction of the conference, as the conference expects a number of French speaking delegates to attend, information on the conference is now available in French and can be accessed at www.ichca.com . The organisers are also arranging for similar information to be available in Japanese.

Chairman of ICHCA Australia and a Director of ICHCA International, Tony Grant, said the focus of the conference was on 'navigating' the future by sharing our vision for the global logistics industry in 2020. It will cover topics of international importance such as:

- Trade and Logistics Policy
- Planning, Infrastructure and Finance
- Safety
- The Environment, Productivity and Sustainability
- Security
- Innovation and Technology Development.

A series of case studies will be presented to demonstrate global developments in transport and logistics. ICHCA Australia expects the conference to attract 175-200 participants from Australia and overseas. This includes the Canarias-Africa, Japan, Europe and the Americas.

For further information contact the Conference Coordinator, Ian Lovell, on 0400 708 182 or by e-mail: ian.lovell@bigpond.com.

Ports Strategy Reinforces National Approach to Freight Task

The Australian Logistics Council (ALC) has welcomed the release of the National Ports Strategy by the Prime Minister, Julia Gillard, and Minister for Infrastructure and Transport, Anthony Albanese.

The National Ports Strategy has reinforced the importance of a national approach to the planning and development of the national freight task.

Council Chief Executive, Michael Kilgariff, said the ALC submissions on the National Ports Strategy and National Freight Strategy reinforced the importance of a national approach to regulation and infrastructure planning.

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"ALC supports the aim of the National Port Strategy for better long-term planning on the waterfront where operators will be required to publish 50 year master plans detailing the expected growth in trade activity at their ports as well as the facilities that will be required to handle that growth.

"A key recommendation by ALC to the strategies was that planning needed to take into account strategies to prevent urban encroachment not only on the ports within their jurisdictions but also the road and rail corridors into and out of them," Mr Kilgariff said.

"ALC recommended the development of a National Partnership Agreement between the states and territories to ensure that land use decisions prioritise the efficient operation of nationally significant T&L infrastructure.

"At the very least, ALC expects that any identified buffer strategies designed to permit the co-existence of port operations and port-side residential living should be contained in the capital city strategic planning system that COAG expects states and territories to have prepared by 1 January 2012," Mr Kilgariff said.

"If the freight effort is not to be frustrated there should be greater clarity as to the rules surrounding land use", he said.

ALC also supports the recommendations around the use of Information and Communications Technology (ICT) to increase efficiencies in the freight task, many of which were discussed in the ALC Policy Paper - Using Information and Communication Technology to Increase Productivity in the Australian Transport and Logistics Industry.

Mr Kilgariff said the draft national freight network plan should be released soon and backed the Port Strategy recommendation that a national freight network plan should be underpinned by complementary jurisdictional plans.

"In addition, there are a range of freight T&L national laws that are required to replace the often confusing, complex and inconsistent laws and regulations that are currently controlled by the Commonwealth, state and local governments.

"This inconsistent regulation between jurisdictions and the resulting red tape adds considerable and unnecessary costs to business, consumers and exports.

"COAG has already supported the establishment of national rail safety and marine safety regulators, as well as a National Heavy Vehicle Regulator, by 2013. The draft regulatory impact statement for these regulators should be released in February 2011."

He said that during 2011, government and industry will also be considering a number of other related reforms such as a National Telematics Strategy, the COAG Road Reform Program, a Freight Rail Policy Framework, and Performance Based Standards, all of which would contribute to a national approach to the freight task.

What Would You Do if You Had a Magic Wand?

ICHCA SA's highly successful luncheon series restarts on Wednesday 9 March with the thought provoking theme: 'If I Had a Magic Wand'

Luncheon delegates will hear from a panel of senior industry representatives from the four modes including:

- Phil Baker, Managing Director, Adelaide Airport Limited
- Vincent Tremaine, Chief Executive, Flinders Ports Limited
- Bert Easthope, Managing Director, Genesee & Wyoming Australia

- Gemma Gordon, President and Steve Shearer, Executive Director, SA Road Transport Association.

Each speaker will outline their top wish list items for their industry and the changes that they would implement if they could wave a magic wand?

A question and answer session will follow where luncheon delegates will be able to ask questions/delve deeper/throw up any alternatives to the panel for the wish list.

The ICHCA SA luncheons are always popular and places are limited. This one is sure to attract a good attendance.

To secure your place, register using the attached form on pages 9 &10 of this newsletter and send it to Heidi Holmes at AECOM along with your payment.

Bulk Ports, Terminal and Logistics 2011 Conference

The 2011 Bulk Ports, Terminals and Logistics conference will be held at the Crowne Plaza, Antwerp, Belgium from 15-17 May.

The conference will look at the dry bulk outlook for 2011/12 and if the market will recover as the signs of demands for raw commodities from key regions continue to escalate.

Specific topics include:

- Major and minor commodity trade flow analysis
- Dry bulk shipping trends and impacts
- Key bulk port and terminal management issues
- Ship terminal interface developments and safety
- Bulk terminal design.

The Dry Cargo Events conference is endorsed by ICHCA International.

Registration is available via telephone +27 (31) 583 4360 or at www.drycargoevents.com.

FROM FORKLIFT ACTION NEWSLETTER

Flooded Forklift Businesses Bounce Back

The recent floods, which devastated 75% of Queensland, inevitably impacted on several local forklift businesses.

Among those badly affected was Rocklea-based Fork Force Australia, which lost forklifts, spare parts and workshop and office equipment.

Managing director, Steve Cunliffe, tells *Forkliftaction.com News* that dedicated staff have worked tirelessly for days on end to clean up and get the business back up and running. And with the help of staff, the company has managed to save a majority of its forklift rental fleet.

"We have re-opened for business and the hire fleet is fully operational and the service workshop is also back in operation. While we are not looking for handouts, we need local businesses to continue to support us with opportunities to service flood-damaged forklifts and opportunities to supply businesses with forklifts in their hour of need," he says.

Cunliffe acknowledges the many companies, in particular TVH Australasia and Adaptalift, that provided assistance.

"Now is the time for everyone to throw their support behind all flood-affected businesses to reduce the devastating impact in Queensland," he adds.

Komatsu Forklift Australia was another forklift company under siege last week.

Product manager, Gary Hodge, tells *Forkliftaction.com News* that the entire ground floor of the company's Sumner Park branch was under water. He says some equipment was damaged, but this is now being salvaged or repaired.

"We are trying to help flood victims by providing forklifts on a casual hire basis to people in need."

He urges anyone with a forklift that had been flood damaged not to start it. "Rather, get Komatsu in to inspect. We continue to provide support to our forklift service customers through our field service technicians operating from our mobile service vans."

Also affected by floods was Rapid Lift in Coopers Plains, which went under but is now back to business.

Rocklea-based Lencrow Group saw its workshop and factory flooded by over a metre of water, with staff having little time to move any equipment off site before the roads were cut off.

Manager, Rod Jackson, tells *Forkliftaction.com News* that around 80 units were affected with hydraulics full of water.

Mr Jackson said, "We are going to get ourselves back on our feet quickly so we can get out and help our customers and anybody else that needs forklifts by having them sooner rather than later.

"We are only here to help people in this time of need and looking only to cover our cost. Our focus is to help the people of Brisbane through this horrendous time," he says. "Let's get Brisbane back on the map."

Farewell to Forklift Personality Bob Spence

The forklift industry lost one of its most colourful characters in December when Cecil Robert "Bob" Spence of RJ Spence Forklift passed away.

Spence became involved in the transport industry in the late 1950s before moving on to buying and selling forklifts around 1965. In the early '80s, his son, Rob, joined the company, adding forklift repair and maintenance and later forklift rental to the business.

According to Rob Spence, his father was "old school, where a deal was a deal".

"He was friends with many people who became mentors to him. They also helped him by selling machinery to him for trading stock."

He was also instrumental in helping break the beer shortage in Brisbane by importing beer from New South Wales, Victoria and South Australia during the big Queensland brewery strike of the early '80s.



Diagnosed with kidney failure in 1985, his love of the forklift industry, courage and determination kept him active during his illness before he received a kidney transplant which was a new lease of life for him. "His involvement receded from there, but he was still active in major decision-making right up to only days before his death," his son recalls.

He says the family's roots in transport go back seven generations, with the first Spences arriving in Australia and working as bullockies and horse teamsters.

The family business, which operates throughout Australia, now includes Bob's granddaughter Kelly, general manager of the business.

Toyota Dominates Forklift Market in Australia

Toyota Material Handling Australia (TMHA) has once again taken the lead in selling forklifts in Australia, with around 30% market share.

Figures from the Australian Industrial Truck Association (AITA) indicate that the company sold over 3,700 forklifts in the year ending December 2010.

It also maintained its number one position in the Australian internal combustion counterbalance forklift market, commanding over 36% share nationally.

TMHA has now led the Australian internal combustion counterbalance forklift market consecutively for 24 years.

The company also led the three- and four-wheel battery electric forklift segments, claiming market leadership in both these categories.

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ICHCA AUSTRALIA LIMITED

INTERNATIONAL CARGO HANDLING CO-ORDINATION ASSOCIATION
ABN 84 347 757 885

SPECIAL EVENT on Wednesday 9th March 2011



LUNCHEON MEETING at THE LAKES RESORT HOTEL
Brebner Drive, West Lakes - 12.00 FOR 12.15

“If I Had A Magic Wand”

Presentations by

Phil Baker
Managing Director
Adelaide Airport Limited

Bert Easthope
Managing Director
Genesee & Wyoming Australia

Vincent Tremaine
Chief Executive
Flinders Ports Limited

Gemma Gordon
President
Steve Shearer
Executive Director
SA Road Transport Association

Hear from a Panel of Senior Industry Representatives, from the 4 modes who will each outline their top 3-4 wish list items for the industry.

What would you do if you had a magic wand?

A Q&A session will follow where luncheon delegates will be able to ask questions/delve deeper/throw up any alternatives to the panel for the wish list.

Proudly sponsored by



COST:

Members \$60.00 (Includes 10% GST) - Non Members \$75.00 (Includes 10% GST)
Charge includes some wine

This is sure to be one of the best attended ICHCA Luncheon events of the year.
Do not miss this opportunity.

EARLY BOOKINGS PLEASE – PLACES LIMITED
RSVP: cob Wednesday 2nd March 2011 to Heidi Holmes of AECOM,
Tel: 08 7100 6400, Fax: (08) 7100 6499
E-mail: heidi.holmes@aecom.com

Please Note:

Cancellations received after Wednesday 2nd March 2011 will be charged. Substitutes welcome.



Registration Form

SPECIAL EVENT on Wednesday 9th March 2011



LUNCHEON MEETING at THE LAKES RESORT HOTEL
Brebner Drive, West Lakes - 12.00 FOR 12.15

“If I Had A Magic Wand”

(this will also act as a TAX INVOICE for GST when forwarding a payment)
ABN 84 347 757 885

Name of Attendees	Organisation	ICHCA Member (Please Circle)
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N
		Y / N

Contact Details: Name: Tel: Email:.....

COST:	Members \$60.00 (Includes 10% GST) - Non Members \$75.00 (Includes 10% GST) Charge includes some wine
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Please label remittances as “ICHCA SA Mar11 and Please notify remittances to heidi.holmes@aecom.com

EARLY BOOKINGS PLEASE – PLACES LIMITED
RSVP: cob Wednesday 2nd March to Heidi Holmes of AECOM,
Tel: 08 7100 6400, Fax: (08) 7100 6499
E-mail: heidi.holmes@aecom.com
Please return this section with your payment to: ICHCA South Australia, Luncheon Registrations
C/- AECOM, Level 28, Westpac Building, 91 King William Street, Adelaide 5000

Conferences & Events

2011

February **4th GreenPort Environmental Port Study Tour** – North Adriatic on 16-25 February – Venice, Ravenna, Trieste, Koper and Rijeka. Details at greenportvenice@greenport.com.

Australia Logistics Council (ALC) Annual Forum at the Melbourne Convention and Exhibition Centre on 21-22 February. Please [click here](#) to download or contact Natasha Diduk, Office and Events Manager at natasha.diduk@austlogistics.com.au.

Australasian Ports and Harbours Congress 2011 at Stanford Plaza Brisbane on 21-23 February 2011. Details from terrapin@au.terrapinmedia.com.

8th Annual Bulk Materials Handling 2011 at Novotel Brisbane on 24-25 February. Details at www.iir.msgfocus.com.

March **Asian Work Boat 2011** at Suntec, Singapore on 1-3 March 2011. Details at www.bairdmaritime.com

ICHCA South Australian Luncheon at The Lakes Resort Hotel, West Lakes, South Australia on 9 March 2011. See page 9 & 10 for registration form or contact Heidi Holmes on 08 7100 6400 or Heidi.holmes@aecom.com.

TOC Asia at Binhai International Convention and Exhibition Centre, Tianjin, China on 15-17 March. Details at www.tocmarket.com.

May **Chartered Institute of Logistics and Transport International World Leaders Convention** in Sydney from 2-5 May. Details from megan.hobson@cilta.com.au.

Aviation Logistics and The Resources Sector 2011 at the Duxton Hotel, Perth on 10-11 May. Details at aviationlogistics.ftmocubxdtkeyzmf@iir.msgfocus.com.

Bulk Ports, Terminals and Logistics 2011 at The Crowne Plaza, Antwerp, 15-17 May 2011. Details at www.drycargoevents.com.

May 2012 **ICHCA International Biennial Conference 2012** in Melbourne May 8-11, 2012. Details of the conference are included at the end of this newsletter (pages 13-18) or contact Mr Ian Lovell on 0400 708 182 or at ian.lovell@bigpond.com.

ICHCA International Limited is a supporting organisation for Transport Events Management events which are listed on the ICHCA International website www.ichcainternational.co.uk/events.

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ICHCA Australia Limited (IAL) Privacy Policy

IAL's Privacy Policy Details are available by contacting the National Secretary, Ian Lovell, on e-mail ian.lovell@bigpond.com or telephone 0400 708 182.

Our Contact with You

If you do not wish to receive further copies of this newsletter please advise ian.lovell@bigpond.com and the distribution will be cancelled. If you wish to have it sent to other people in your organisation or contacts in the cargo handling industry also please advise us.



and

ICHCA AUSTRALIA LIMITED

INTERNATIONAL CARGO HANDLING CO-ORDINATION ASSOCIATION

ABN 84 347 757 885 ACN 098 986 666

Contact: Ian Lovell Company Secretary on Tel: 0400 708 182 e-mail ian.lovell@bigpond.com

web: www.ichca.com



ICHCA International 2012 Biennial Conference and Exhibition

Global Cargo Logistics – the 2020 Vision

Melbourne Victoria, Australia 8th-11th May 2012



This ICHCA International event is being held in Melbourne over 3 ½ days in May 2012.

- It consists of a 2 Day Conference, Exhibition and Gala Dinner
- 1 Day Meeting of the ICHCA International Safety Panel & International Security Panel and Environmental Sub Group
- ½ Day Industry Tour

Delegates will hear from a range of influential international and Australian speakers as they outline their vision for the global industry in 2020 – covering topics such as Safety, Sustainability, Security, Policy and Finance. A series of case studies will be presented to demonstrate global developments in transport and logistics.

The meeting of the ICHCA International Safety Panel & International Security Panel and Environmental Sub Group will afford delegates an opportunity to discuss key issues with a panel of experts assembled from around the globe.

The ½ day Industry Tour planned for Day 4 will include a guided tour of Australia’s premier container port, intermodal facilities and airport¹.

ICHCA Conferences have a well established reputation for the breadth of topics covered, expert speakers and valuable contact network. For sponsors it provides real opportunity to deliver a targeted message and open doors to greater business opportunities. ICHCA relies on sponsorship of the Conference program so that it can deliver a first class event that is highly affordable for delegates, thereby increasing the number of people that attend.

ICHCA Australia is pleased to be responsible for the ICHCA International Conference Event in May 2012 and looks forward to welcoming both Australian and international delegates to the Conference.

We also wish to acknowledge the strong support received for the Conference from the Department of Transport Victoria and Port of Melbourne Corporation and in particular their commitment as Foundation Platinum sponsors.



¹ Requested
Inside ICHCA | January 2011

About ICHCA – International Cargo Handling Coordination Association

ICHCA is dedicated to the promotion of safety and efficiency in the handling and movement of goods by all modes and during all phases of both national and international transport chains. ICHCA is an independent, not for profit and apolitical organisation.

ICHCA has an influential and international membership with a network of national sections to put you in direct contact with industry colleagues around the world. At last count ICHCA has members in 90 countries. Regional chapters are well established in a range of countries including Canarias-Africa, Australia, Japan & Europe. ICHCA Australia Ltd is proud to be part of the ICHCA International Ltd global network.

ICHCA's membership represents a large cross section of senior corporate executives, leading consultants, academics, government agencies and authorities from the world of cargo handling, logistics and transportation.

ICHCA is represented and participates in the work of numerous government and inter-governmental agencies and leading industry bodies including: IMO, ILO, World Bank, UNCTAD, ESCAP, IATA, IAPH, ICC, ICS, ISO and others. ICHCA International is the only body representing cargo & freight interests to hold NGO status at the IMO, ILO, ISO & other UN bodies.

ICHCA members can access past newsletters and other useful information by going to the international website at www.ichca.com.

To join ICHCA Australia please contact Ian Lovell, Company Secretary of ICHCA Australia Ltd on ian.lovell@bigpond.com or telephone 0400 708 182.

If outside Australia, to join ICHCA International, please go to www.ichca.com for details.

The Conference Program

The ICHCA International Conference event is being held in Melbourne over 3 ½ days in May 2012.

It consists of:

- 2 Day Conference & Exhibition
- Gala Dinner
- 1 Day Meeting of the ICHCA International Safety, Security and Environmental Panel – Conference Delegates are invited to attend
- ½ Day Industry Tour

2012 Conference Tickets

Conference Tickets

Description	Early Bird GST Included AUD\$	GST Excluded AUD\$	Post Early Bird GST Included AUD\$	Post Early Bird GST Excluded AUD\$
ICHCA Member 3 Day Conference & Dinner	\$825.00	\$750.00	\$990.00	\$900.00
Member/Delegate Partner Dinner Only	\$148.50	\$135.00	\$165.00	\$150.00
ICHCA Member 1 Day Conference Only Dinner Not Included	\$495.00	\$450.00	\$660.00	\$600.00
ICHCA Member /Partner Industry Tour	\$55.00	\$50.00	\$77.00	\$70.00
Non ICHCA Member 3 Day Conference & Dinner	\$990.00	\$900.00	\$1,177.00	\$1,070.00
Non Member/Delegate Partner Dinner Only	\$165.00	\$150.00	\$198.00	\$180.00
Non ICHCA Member 1 Day Conference Only Dinner Not Included	\$660.00	\$600.00	\$803.00	\$730.00
Non ICHCA Member /Partner Industry Tour	\$77.00	\$70.00	\$99.00	\$90.00
Non ISP Member – ISP Day	\$165.00	\$150.00	\$220.00	\$200.00

Sponsorship Prices

Sponsorship Opportunities	Price- AUD\$
Platinum Sponsor - 3 places [2 already taken]	\$25,000 + GST
Premium Sponsor - 4 places [1 taken]	\$15,000 + GST
Major Sponsor - 8 places	\$7,500 + GST
Supporter / Exhibitor - 15 places	\$990 + GST
ICHCA International Safety, Security & Environmental Panel Day - 1 place	\$5,000 + GST
Gala Dinner - 1 place	\$10,000 + GST
French Translation - 1 place	\$15,000 + GST
Name Badge - 1 place	\$5,000 + GST
Lunch - 2 places	\$5,000 + GST
Tea / Coffee - 4 places	\$2,000 + GST
Industry Tour - 1 place	\$3,000 + GST
Satchel – 1 place	\$2,500 + GST
Conference Program Brochure – 1 place	\$3,000 + GST

The prices above reflect the prominence that will be given to each category by ICHCA before, during and after the Conference event.

Following is the summary information on benefits available for different categories of sponsorship. More details are available.

Sponsor Benefits at a Glance [13th January 2010]

Benefit	Platinum	Premium	Major	Exhibitor	ICHCA ISP Day	Dinner	Translation	Name badge	Lunch	Tea / Coffee	Industry Tour
Speaker Opportunity	✓	✓	✓		✓ on day	✓					
Brief Company Presentation	✓	✓				✓	✓		✓		
Full Conf Pass ²	3 x	2 x	1 x	2 Ex only	1 x	2 x	2 x		1 x		
Industry Tour Pass	3 x	2 x	1 x			1 x	1 x				2 x
Discounted Passes ³	IMEBR	IMEBR	IMR			IMR	IMEBR				IMR
Sponsor Presentation ⁴	✓ Feature	✓ Feature	✓			✓	✓				
Complimentary Exhibitor area ⁵	✓	✓	✓	✓		✓	✓		✓		
Acknowledged at Conference & Dinner	All sessions	All sessions	Each Day	Each Day	Each Day	Each Day & Dinner	Each Day	Each Day	B4 Lunch	B4 Tea Coffee	Each Day
Reserved Dinner Table	✓ VIP Table 1	✓ VIP Table 2				✓ VIP Table 1	✓				
Use of Logo in Conf material	Extensive	Extensive	Major	Yes	Yes	Extensive	Major	Yes	Yes	Yes	Yes
Sponsor Banner ⁶	2 x E, 2 x CSS, 2 EX	1 x E, 1 x CSS, 2 EX	1 x E	1 x EX	2 x ISP Room	1 x E, 2 x Dinner	1 x E, 1 x EX, 1 CR				
Sponsor Material ⁷	✓	✓	✓		ISP Day	✓	✓				On Tour
Sponsor Profile ⁸	✓	✓				✓	✓				
Feature in Inside ICHCA & International Newsletter	✓	✓	✓			✓	✓				
Targeted Invites	✓	✓	✓			✓	✓				✓
Specific Ref in Media Releases	✓	✓				✓	✓				
Post Conf Publicity	✓	✓	General	General	General	✓	✓	General	General	General	General
Sponsor Contact Details provided to delegates	✓	✓	✓			✓	✓		✓	✓	✓

To find out more or to take advantage of these opportunities contact Ian Lovell Conference Coordinator on 0400 708 182 or e-mail: ian.lovell@bigpond.com

² 3 Day Conference, Dinner & Industry Tour

³ IMEBR= ICHCA Member Early Bird Rate, IMR= ICHCA Member Rate

⁴ Published On Web & Inside ICHCA

⁵ 3m x 3m Exhibitor area & table, 2 chairs & power point

⁶ E= At entrance, EX= In Exhibitor area CR=Conference Room CSS= By Conference Speaker Stage

⁷ Available to Delegates at Registration

⁸ In Conf Publicity Material & Inside ICHCA Newsletter