

IHHA 2017
CAPE TOWN 02 – 06 September 2017



SPONSORSHIP AND EXHIBITION PROSPECTUS



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The International Heavy Haul Association (IHHA) in partnership with the South African Heavy Haul Association (SAHHA) will be hosting its 11th International Heavy Haul Conference on 02 – 06 September 2017 in Cape Town, South Africa.

The conference will include presentation of technical papers in research and improvement areas such as Rolling Stock, Railway Infrastructure and Operations, a Technical Track Workshop held over 2 days before the conference where global railway technical experts will present technical selected topics within the Infrastructure and Rolling Stock fields, Technical Tours for delegates involving site visits to Transnet's Heavy Haul railways and ports and Networking Functions.

This is the premier event in the International Heavy Haul Association's events calendar, which will not only provide a learning and knowledge sharing opportunity, but also networking opportunities for delegates and sponsors from the international

heavy haul community. To this end we are inviting your organisation to participate in this event by coming on board as a sponsor and/or exhibitor. This will be a valuable opportunity to showcase your company, products and services to the international heavy haul community.

DELEGATE PROFILE

In recent years the conference has attracted up to 700 delegates from around the globe including:

- Industry technical and operations experts
- Researchers
- Health and safety, environmental and sustainability specialists
- Regulatory, community and other interest groups

We expect this number to grow for the 2017 IHHA Conference.



SPONSORSHIP OPTIONS



Below are the Sponsorship Packages available for consideration. There are numerous packages available to suit all budgets. Kindly select the package that your organization will be interested in sponsoring and contact IHHA 2017 Conference South African Planning committee.

PLATINUM SPONSOR – R 3 000 000.00

PACKAGE INCLUDES:



- Exclusivity – Only one Platinum Sponsor
- Prominent Branding on all conference marketing and promotional material including website
- Prominent Branding on all onsite branding material
- Acknowledgement as the Platinum Sponsor in all Press Releases
- 36m² Exhibition space at the entrance to the exhibition valued of R 280 000.00
- Address by company representative at the opening session
- 15 x Complimentary Full Registrations to the conference valued of R247 500.00
- 15 x Complimentary Registrations to the Technical Workshop valued at R67 500.00
- Access to a complete electronic database of delegates after event
- Acknowledged as the Platinum sponsor by Chairman SAHHA
- Acknowledged as the Platinum sponsor on the post workshop magazine
- Presentation Slot at the conference
- Company Brochure/Insert in the Conference Delegate Bags
- Acknowledgement as Sponsor of the Conference App

GOLD SPONSORS – R 1 500 000.00

PACKAGE INCLUDES:



- Exclusivity – Only one Gold Sponsor
- Prominent Branding on all conference marketing and promotional material
- Prominent Branding on all onsite branding material including website
- Acknowledgement as the Gold Sponsor in all Press Releases
- 18m² Exhibition space at the entrance to the exhibition valued at R140 000.00
- 5 x Complimentary Full Registrations to the conference valued at R82 500.00
- 5 x Complimentary Registrations to the Technical Workshop valued at R22 500.00
- Access to a complete electronic database of delegates after event
- Acknowledged as the Gold sponsor by Chairman SAHHA
- Acknowledged as the Gold sponsor on the post workshop magazine
- Presentation Slot at the conference



SPONSORSHIP OPTIONS

SILVER SPONSORS – R 500 000.00

PACKAGE INCLUDES:



- Company logo on all marketing material including website
- Company logo on all printed material and onsite branding
- Exclusive Banner of your company at the entrance of venue
- Access to a complete electronic database of delegates after event
- Acknowledged as a Silver sponsor by Chairman SAHHA
- Acknowledged as a Silver sponsor on the post workshop magazine
- 1 x 9m² Exhibition Booth valued at R70 000.00
- 2 x complimentary Registrations valued at R33 000.00
- 2 x complimentary Registrations to the Technical Workshop valued at R9 000.00
- Insert in delegate bag

BRONZ SPONSORS – R 250 000.00

PACKAGE INCLUDES:



- Company logo on all marketing material
- Company logo on printed material and onsite branding
- Access to a complete electronic database of delegates after event
- Acknowledged as a Bronz sponsor by Chairman SAHHA
- Acknowledged as a Bronz sponsor on the post workshop magazine
- 2 x complimentary Registrations valued at R 33 000.00
- 2 x complimentary Registrations to the Technical Workshop

BRASS SPONSORS – R150 000.00

PACKAGE INCLUDES:



- Company logo on the website
- Company logo in all branding material onsite including programmes
- Access to a complete electronic database of delegates after event
- Acknowledged as a Brass sponsor by Chairman SAHHA
- Acknowledged as a Brass sponsor on the post workshop magazine
- 1 x complimentary Registration valued at R16 500.00
- 1 x complimentary Registration to the Technical Workshop



OTHER SPONSORSHIPS

TECHNICAL TRACK WORKSHOP SPONSOR – R 200 000

The technical track workshop will be held over a period of 2 days from the 1 – 2 September 2017. The workshop will consist of presentations by technical experts to a small group (maximum 250) of experts and leaders. Selected guest speakers, who are also recognized experts internationally, will share their experiences, insight and views on a specific topic selected by the technical Committee and the sponsor. The small group of delegates from the industry and academia will engage the speakers and fellow delegates on the topic with the aim of sharing experiences and setting best practice in the Railway Industry.

PACKAGE INCLUDES:

- *Keynote address at the technical workshop opening ceremony*
- *Input into programme for the Technical Workshop*
- *Access to a complete electronic database of delegates after event*
- *Acknowledged as Technical Workshop Sponsor*
- *2 x complimentary Registrations for the Technical Workshop valued at R9 000.00*
- *Possibility of presentation at workshop dependant on technical committee acceptance*

TECHNICAL TOUR SPONSOR – R 100 000

The technical tour will have delegates visit selected Transnet sights, including Port, Terminal Railway yard or mainline, to have hands on exposure to the nature of the South African heavy haul industry. The package will cover the transport costs, PPE and lunch for delegates. The Technical Tour will take place post conference, for 50 delegates, to experience the South African heavy haul railways (Port, Terminal, railway yard/mainline)

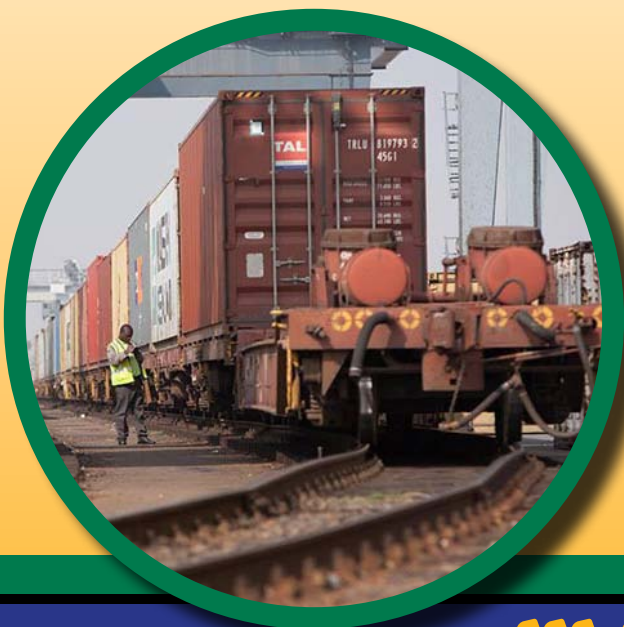
PACKAGE INCLUDES:

- *Keynote address on site*
- *Acknowledged as the Technical Tour Sponsor onsite and in all related material*
- *Access to communicate directly with a captive audience*
- *Access to Tour for 5 company representatives*

EMERGING YOUNG PROFESSIONALS AWARDS SPONSORS – R 350 000

To qualify young professionals must submit a motivation about a technical topic within the railway industry proposing a new solution to an existing or a potential problem that addressed, has or could have a significant impact on the business. In their proposal they are to demonstrate how the problem can be addressed and how this will result in an improvement on the way things are currently done. It must be an innovative approach rather than a business as usual type of a solution.

An Independent review panel will be set up to review all submissions. Ten will be shortlisted to present their proposal to the panel. Each will receive complimentary access to the conference. From these, three finalists will be selected. These three will also receive complimentary return flights and accommodation to attend the conference.



OTHER SPONSORSHIPS

The Finalists will present their proposals at the conference during the opening session. Delegates will vote on the winner. The voting results will be announced at the closing session during the awards ceremony.

The winner will be awarded an Emerging Young Professional Trophy plus a one week visit to a research institution: Paid economy return flights, accommodation, daily food allowance, within country travel and visa application fee.

The two runner ups will also be awarded prizes.

PACKAGE INCLUDES:

- *Company logo on all marketing material*
- *Company logo on printed material and onsite branding*
- *Acknowledged as the Young professionals sponsors during Conference events and addresses*
- *2 x complimentary Registrations valued at R33 000.00*
- *2 x complimentary Registrations to the Technical Workshop valued at R9 000.00*
- *Story in Conference programme and magazine*
- *Sponsor Representative hand over the awards to recipients*



GALA DINNER SPONSORS – R 300 000

The Gala Dinner will take place on the Tuesday 5 September 2017. One of the aims of this dinner is to foster networking and table discussions in a relaxed atmosphere. The evening will include 3 course dinner and entertainment (a local production in line with the theme and South Africa)

PACKAGE INCLUDES:

- *Keynote address at the Gala Dinner*
- *Branding Opportunity at the Gala Dinner*
- *Acknowledged as the Gala Dinner Sponsor*
- *Access to Gala Dinner for 20 persons*
- *Input into programme for Gala Dinner*

SOCIAL COCKTAIL FUNCTION SPONSORS – R 50 000 EACH (2 EVENTS)

There will be 2 cocktail events for the opening and closing ceremonies of the conference on the 4th and the 6th September respectively. The one will be a Welcome Cocktail to welcome all delegates to Cape Town and to the conference. The second one will be a farewell cocktail function marking the end of the conference and celebrating its success.

PACKAGE INCLUDES:

- *Branding opportunity at the event*
- *Opportunity to address the guests*
- *Acknowledged as a Cocktail Function Sponsor*

The above packages are not cast in stone and are not exhaustive, if there any other ways in which your organisation would like to contribute to the conference, feel free to discuss this with us. Please contact us should you wish to discuss or secure one of the above sponsorship opportunities.



CONTACT

Conference Secretariat:
ILIOS Conferences (PTY) Ltd

Tel: +27 21 836 8315

Fax: +27 86 565 8914

Email: info@ihha2017.co.za



EXHIBITION

A Trade Exhibition will run concurrently with the 11th International Heavy Haul Association Conference 2017. This is an ideal opportunity for companies and institutions wishing to showcase or introduce their brand, products and services to the international heavy haul community. The Welcome Reception, Tea/Coffee breaks and lunch will be served in the exhibition hall, thereby ensuring a consistent flow of delegates into the exhibition hall. Exhibitors will therefore be exposed to a captive audience from the Global and Heavy Haul Railway community for the duration of the conference.

EXHIBITION COSTS

9m² Full Shell Scheme Stand - ZAR 70 000.00

9m² Exhibition Space Only - ZAR 65 000.00



Full Shell Scheme Package:

- *A 3m wide x 3m deep x 2.4m high Shell Scheme Booth*
- *Two Exhibitor Registrations per 9m² booth purchased*
- *Delegate Bag and Program Book*
- *A Delegate Contact Details list (subject to privacy laws) emailed within one month of the conclusion of the conference*
- *Company Name on fascia board*
- *One Power Point*
- *Two Spot Lights*

Exhibition Space Only Package:

- *3m x 3m carpeted exhibition space*
- *carpeted exhibition space*
- *Two Exhibitor Registrations per 9m² space purchased*
- *Delegate Bag and Program Book*
- *A Delegate Contact Details list (subject to privacy laws) emailed within one month of the conclusion of the conference*
- *One Power Point*



Please Note:

Tea/Coffee breaks, lunches and Welcome Reception are included in both packages. The above does not include entry to sessions or Gala Dinner, this is available at an additional cost. Extra booth personal tickets are available at R 2 000.00 per person.

BOOKING INSTRUCTIONS:

There are a total of 50 exhibition stands available. All bookings will be on a first come, first serve basis. To avoid disappointment, we urge you to book early.

To book a stand please view the floor plan and complete the Booking Form, indicate your top 3 preferences and then fax or e-mail it to the IHHA 2017 conference secretariat.

A confirmation letter confirming your allocated booth and tax invoice will be sent upon receipt of your application.

A comprehensive Exhibition Manual will be forwarded to all exhibitors approximately 3 months

prior to the event. Rates and details of all extras such as furniture, display cabinets, Plasma screens etc. will be included in this manual.

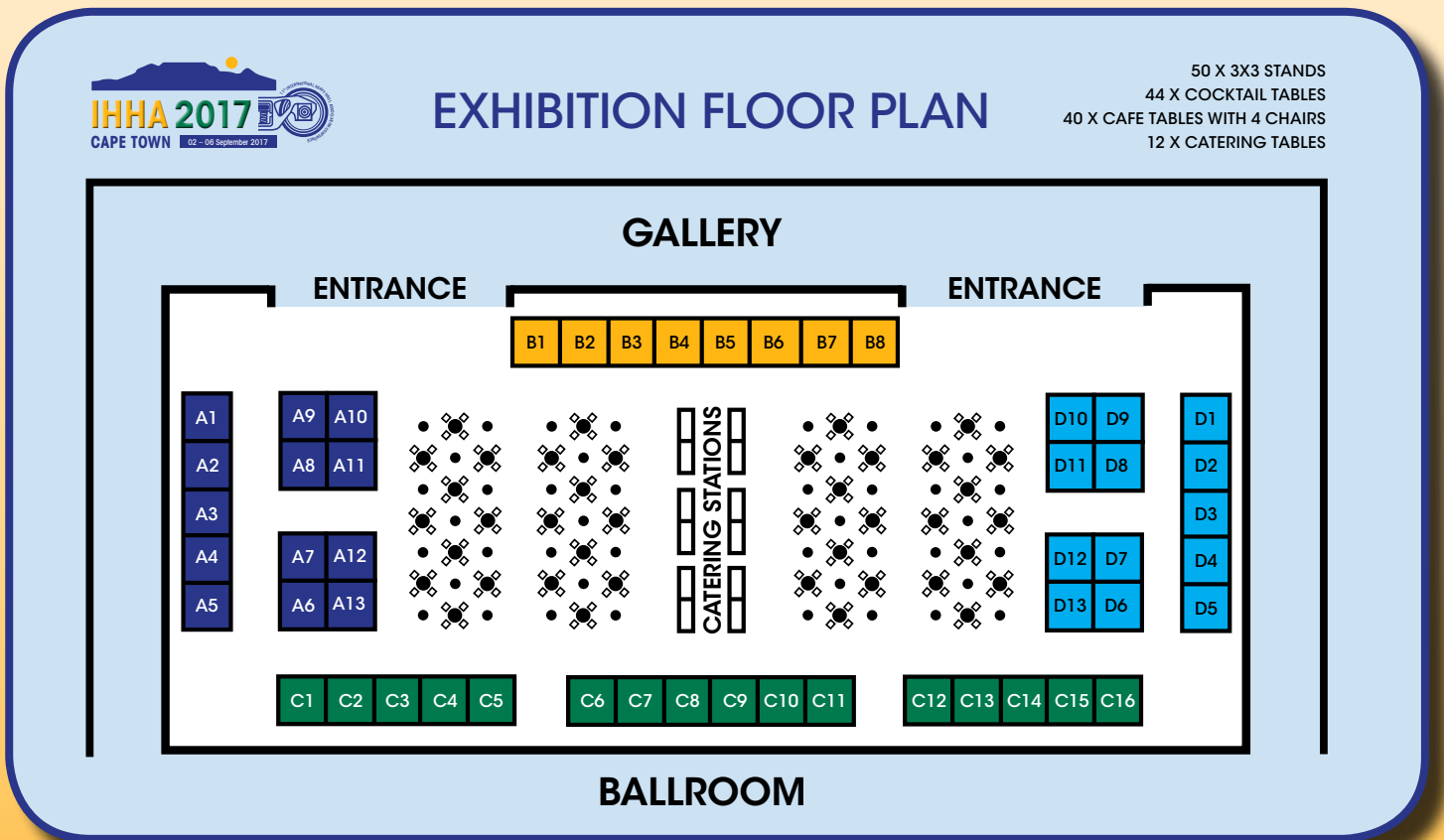
To confirm your booking a 50% deposit payment is due within 30 days of invoice.

CUSTOM STANDS

The official exhibition infrastructure service provider SCAN Display provides a comprehensive and professional custom stand design and building services. Should your organisation wish to design a custom built stand, please contact the IHHA 2017 Conference Secretariat.

FREIGHT SERVICES

The official freight service provider to the CTICC is Exhibition Freighting GSM. They are able to take care of all your exhibition freighting and storage needs at the CTICC for the IHHA 2017 Conference. Please contact the IHHA 2017 Conference Secretariat should you wish to utilise these services.



To reserve a sponsorship package please fill in the required details below and fax or e-mail the completed form to the Conference Secretariat

Company Name:	
Contact Person:	
Mailing Address:	
Postal Code:	Country:
Telephone:	Fax:
E-mail:	Website:

We hereby offer to provide sponsorship to the 11th International Heavy Haul Association Conference in Cape Town in September 2017 in the form of –

SPONSORSHIP PACKAGES		
	Platinum Sponsorship	ZAR 3 000 000.00
	Gold Sponsorship	ZAR 1 500 000.00
	Silver Sponsorship	ZAR 500 000.00
	Bronze Sponsorship	ZAR 250 000.00
	Brass Sponsorship	ZAR 150 000.00
	Technical Track Workshop Sponsorship	ZAR 200 000.00
	Technical Tour Sponsorship	ZAR 100 000.00
	Young Professionals Sponsorship	ZAR 350 000.00
	Gala Dinner Sponsorship	ZAR 300 000.00
	Welcome Cocktail Sponsorship	ZAR 50 000.00
	Farewell Cocktail Sponsorship	ZAR 50 000.00

CONTRACT

Signed on behalf of the company

Signature:	Name:
Designation:	Date Signed:

To confirm your sponsorship payment is required within 30 days of receipt of invoice.

By signing the above I hereby confirm that I am duly authorised to sign on behalf of the company. We agree to the standard terms and conditions and any written amendments that may be imposed by the organisers. Failure to pay timorousl can result in cancellation. This offer is not provisional; it creates a binding contract upon acceptance by the organisers.

www.ihha2017.co.za

CONTRACT TO EXHIBIT

To reserve exhibition space please fill in the required details below and fax
or e-mail the completed form to the Conference Secretariat

Company Name: (For Invoicing)													
Company Name: (For Exhibition Facia)													
Fascia's are limited to 22 characters													
Exhibition Contact Person:													
Mailing Address:													
Postal Code:							Country:						
Telephone:							Fax:						
E-mail:							Website:						

We hereby apply for exhibition space at the 11th International Heavy Haul Association Conference in Cape Town in September 2017 and require the following:

FULL SCHELL SCHEME STAND

We require x 9m² stand with full Schell Scheme package at **ZAR 70 000.00**

EXHIBITION SPACE ONLY

We require x 9m² exhibition space only at **ZAR 65 000.00**

STAND NUMBER

Please list the stand number/s of your choice – **Stand Number/s** **First Choice:**

If your first choice is not available, please indicate your 2nd or 3rd choice **Second:** **Third:**

CONTRACT

Signed on behalf of the company

Signature:	Name:
Designation:	Date Signed:

To confirm your booking a 50% deposit payment is due within 30 days of receipt of invoice. The balance is due 60 days prior to the event.

By signing the above I hereby confirm that I am duly authorised to sign on behalf of the company. We agree to the standard terms and conditions and any written amendments that may be imposed by the organisers. Failure to attend, pay timorously or otherwise comply with the organisers regulations can result in cancellation and payment of consequential damages. This offer is not provisional; it creates a binding contract upon acceptance by the organisers.

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