

ABN 68 086 794 087
www.wea.org.au

WineEng 2010

The National Conference and Exhibition of the WEA

'Supporting Innovation in Winemaking'

EXHIBITORS INFORMATION

May 19 – 20, 2010

Wolf Blass Visitors Centre

Nuriootpa, SA

The annual WEA conference and exhibition returns to the Barossa again following the success of the 2008 and 2009 conferences. This conference is a significant event on the wine calendar as it concentrates on all aspects of wine production from the grape to the bottle and is aimed at engineering staff, maintenance staff, winemakers, CEO's and winery suppliers whose goal is to improve winery performance. Two days of presentations and workshops combined with an exhibition by Australian and International suppliers of equipment and services to the industry make this a dynamic place to meet the key players face to face and share your knowledge and technologies.

This is a unique opportunity to promote your Company and products to the decision makers of all the Major Wine Companies of Australia plus increasing numbers from smaller wineries in one room for equipment and services purchases plus engineering and maintenance activities.. As an exhibitor and/or as a presenter you can promote your business, increase your sales and expand your network. Given the difficult times in the wine industry we acknowledge that wineries may send less people so we are also reducing the number of sites available. Don't be disappointed act now to secure your site.

This Sponsorship Invitation Includes:

- Exhibitor / Sponsorship Opportunity Details
- Accommodation Guide
- Floor Plan for Exhibition
- Sponsorship Application
- Program Outline
- Invitation to present product/technical information
- Registration Form

SPONSOR/EXHIBITOR OPPORTUNITIES

The program provides varied opportunities for sponsorship and exhibition participation and is not limited to those listed so we would welcome your own ideas for discussion.

1. MAJOR SPONSORS

(We have one major sponsorship opportunity available for 2010 and for further information re this please contact Trevor Leighton)

As in previous years we welcome **Programmed Maintenance Services** as our **Patron Sponsor**.

We also welcome the following companies who will be major sponsors this year:

Rockwell Automation

Sage Automation

Aggreko

2. EXHIBITION/TRADE DISPLAYS

\$1750

Each booth is 3m x 3m by 2.4m high with 2m side walls. All panels are of Velcro receptive material

All Exhibitors will receive the following benefits

- :
- Display of Company products adjacent to Conference Room.
- Exposure to participants will be at registration, coffee breaks, lunch and end of each day. (Lunch breaks are 11/2 hours to allow more time in the exhibition
- Additional day visitors from local wineries will visit the exhibition while conference sessions are on.
- One** free registration (including conference dinner). Any additional staff attending to be paid at normal registration rates
- Your Company name and chosen area of sponsorship will be included in conference materials
- Your company will be listed on the conference website with a brief listing of products / services
- Opportunity to provide a professional article in the WEA Newsletter.

The following will be supplied at the venue and is included in your exhibition cost –

- * 1 x standard 5 amp power point
- * 1 x fascia board with computer cut vinyl company name
- * 2 x 150 watt spotlights lights
- * 1 x table and chair if required.

Additional furniture, equipment and lighting options will be available if required from **Renniks Exhibitions** and they will contact you re name boards prior to the event. They may be contacted on **08 8292 3950**.

2.1 Display panels - There are a limited number of display panels available near walkways and the conference rooms. These panels are 2.4m high and the cost for display is \$75 per linear meter

3. ADVERTISING

- A conference Book of Proceedings will be distributed at the conference to all delegates. Full color A4 ads may be place in this book at the following rates:

a. Half Page -- \$375

b. Full Page - \$495

4. SUPPORTING SPONSORSHIP

a Catering

The following Meals/Catering opportunities are available for sponsorship

- a. Lunch May 19 \$1500
- b. Lunch May 20 \$1500
- c. After conference drinks Wed May 19 \$ 1750
- c. Pre-dinner Drinks. Thurs May 20 \$ 1750 (or part share)
- d. Coffee machines – An opportunity exists to supply cappuccino machines in the exhibition area which will complement the usual tea/coffee stations. Company signage will be associated with the machines. To discuss the alternatives contact Trevor Leighton.

Sponsorship of catering includes the following;

- Company Banner/ Logo displayed at the meal/drinks location.
- Acknowledgment of company as sponsor of meal/drinks by conference chairman nominee.
- Opportunity to address the conference at that time
- Your Company name and chosen area of sponsorship will be included in the Conference Booklet .

b. Conference Satchel materials

- ❑ Limited space is available for items to be placed in the satchel and a charge of \$200 is made.

c. **Your Ideas**

- ❑ Should you desire an alternative form of sponsorship we would welcome your ideas for discussion.

The Venue

- ❑ The venue is the **Wolf Blass Visitors Centre** on the Sturt Highway at Nuriootpa. The contact person is Ronelle Linke, Functions Coordinator on **08 8568 7521**
- ❑ A Forklift will be available for unloading and loading on Tuesday afternoon, Wednesday morning, Thursday afternoon and Friday morning and a hand pallet trolley will be available inside the building.
- ❑ Some 3 phase power outlets will be available; however these are limited and will limit your choice of locations.

Security and Equipment Deliveries

- ❑ Limited storage of equipment prior to the conference is available and it is advisable to contact the venue re arrival times for any larger items etc.
- ❑ It is essential that all equipment is removed from the site by 5:00pm on May 21

HOW TO BOOK AND PAYMENT DEADLINES:

PLEASE NOTE:

- All prices include GST
- **Included in your sponsorship/exhibition package is one free registration (2 for major sponsors). All other people attending, including sponsors and staff, will be required to register** (see separate form). However, sponsors and staff may register these additional people with Trevor Leighton and include registration fees with the sponsorship/exhibition payment. *(Please note that registration includes the conference dinner which is always a great event)*
- Reservation of a selected display space and confirmation of your sponsorship will only apply upon receipt of fifty percent (50%) of the total cost of your sponsorship involvement. (if sponsoring by Advertisement only please forward payment in full)
- The balance is required by **Friday April30th, 2010**
- Please complete and return the enclosed booking form together with deposit payment,

***N.B. Sponsors / Exhibitors will be given preference in order of receipt of deposit.**

CANCELLATION POLICY

In the event of withdrawal of sponsorship, please be advised that unless that particular area of sponsorship is not resold, we reserve the right to retain the deposit monies received.

INVITATION TO PRESENT

Sponsors/Exhibitors are invited to express interest in two opportunities to present at the conference.

- 10 minute presentation on new products or processes
- 25 minute technical presentation

These sessions **are not to be a straight advertising presentation** for your company or product but to focus on the use/benefits in the winery of the product/process. Your company/product will be acknowledged in both the conference proceedings book and by the chair of the session.

The final choice of which products/processes are chosen will depend on relevance to the conference theme this year, *Supporting Innovation in Winemaking*, also whether you have recently presented, 'newness' of product/process and the conference timetable.

This year we are particularly inviting presentations in the following areas :

Engineering Innovations
 High Power Ultrasonics
 Compressed Air Usage Awareness
 Energy Conservation & Management
 Water Conservation & Management
 OH&S in the Workplace

Understanding Pumping Technology
 Sustainability in the Winery
 Challenging Maintenance costs
 Advances in Winery Equipment & Processing Techniques
 Understanding & Accessing Government Grants
 Manufacturing Intelligence

Other new or innovative products/services particularly related to Innovation would be welcome.

If you wish to express interest in these opportunities please contact the conference **program coordinator**:-

David Clark ph 03 5358 2059, Fax 03 5358 2143, Mbl 0412 518 685

FURTHER CONFERENCE INFORMATION

Conference Coordinator:

Trevor Leighton	Mb	0417 597 956
PO Box 433	Fax	03 5024 8925
Buronga	Hm	03 5024 8611
NSW 2739		tleight@bigpond.net.au

Conference information will be regularly updated on our website www.wea.org.au

ACCOMMODATION

PLEASE NOTE:

- * Accommodation rates are listed for the following hotels/motels. Distances from the venue vary but all will require car transport. (Nuriootpa accommodation approx 5 mins by car to venue)
- * Prices quoted are room only unless otherwise stated
- * Further accommodation and tourist information is available from the **Barossa Visitor Centre** in Tanunda. Phone 08 8563 0600 or 1300 852 982. info@barossa.com

NURIOOTPA VINE INN Murray St. Nuriootpa	08 8562 2133	www.vineinn.com.au	Exec Sgl	\$110
NURIOOTPA VINE COURT Murray St. Nuriootpa	08 8562 2133	www.vineinn.com.au	Sgl Deluxe apartments	\$85 \$150
TOP DROP MOTEL Kalimna Rd. Nuriootpa	08 8562 1033	www.topdropmotel.com.au (twin share & family also available)	Econ Std Deluxe	\$63 - \$69 \$73 - \$79 \$83 - \$89
BAROSSA VALLEY TOURIST PARK Penrice Rd. Nuriootpa	08 8562 1404	www.barossatouristpark.com.au (1/2 bedroom e/s units available)		\$48 - \$100
BAROSSA WEINTAL Murray St. Tanunda 10 mins drive to venue)	08 8563 2303	www.barossaweintal.com.au Studio Apart.	Deluxe Sgl T/S	\$119 \$139 \$250
BAROSSA MOTOR LODGE 182 Murray St. Tanunda (10 mins drive to venue)	08 8563 2988	www.barossamotorlodge.com.au	Sgl T/S	\$90 \$108
NOVOTEL BAROSSA VALLEY RESORT Golf Links Rd. Rowland Flat (approx 30 mins to venue)	08 8524 0100	www.novotelbarossa.com.au (Sgl. t/share and apartments available)		\$170-220

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SPONSORSHIP / EXHIBITION APPLICATION

COMPANY NAME: _____

Brief Summary of products/services for inclusion on website. - eg refrigeration equipment or stainless steel fabrication
(max. 6 words)
.....

ADDRESS: _____

CONTACT NAME: _____ POSITION _____

Phone: Fax: Mobile:
e-mail:

EXHIBITION / SPONSORSHIP DETAILS

- TRADE DISPLAY \$
- Display panels ...m @ \$75 per metre
- ADVERTISING \$
- SUPPORTING SPONSORSHIP \$
- REGISTRATIONS
Name for nominated free registration

Additional registrations: (Further details may be provided on attached registration Form if necessary))

Name: Position:
Name: Position:
Name: Position: \$

REGISTRATION :

Members of WEA	Early Bird to April 30, 2010 - \$225	After April 30	\$260
Non members	Early Bird by April 30, 2010. - \$260	After April 30	\$295

TOTAL \$

Deposit Amount \$..... Payment Type * Cheque / Direct Credit / Credit Card

EXHIBITION SPACE REQUIREMENTS

Preferred Booth Site Numbers - Please note 3 choices and these will be allocated according to order of receipt of deposit. If your choices are already allocated then we will allocate the next available for you

Please tick if a table and chair is required for your booth

* **Cheques** should be made payable to:-
Winery Engineers Conference
Forward To:- Trevor Leighton
Winery Engineering Association
PO BOX 433
Buronga. NSW 2739

* **Direct Credit** : Winery Engineers Conference
Commonwealth Bank of Australia
BSB : 063 520
Account 1025 0934

* **Credit Card**: Please charge the amount of \$..... to my - MasterCard / Visa / (PLEASE CIRCLE)

Card Number Expiry Date
Name on Card Daytime phone number
Signature

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REGISTRATION FORM – Sponsors/Exhibitors Only

Surname First Name

Name for Name Tag

NOTE: If completing more than one registration it is not necessary to duplicate company details unless there is a variation

Company Job Title

Postal Address

Phone Fax Mobile

Member of Winery Engineering Association YES NO

To assist with planning, please indicate if you will be attending:

(Please note Registration fee includes meals and the conference dinner)

Lunch Wednesday 19 Lunch Thursday 20 Conference Dinner Thursday 20

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WEA NATIONAL CONFERENCE & EXHIBITION 2010

(Nuriootpa, SA. May 19-20, 2010)

PROGRAM OUTLINE

(Detailed program information will be updated on our website www.wea.org.au)

Tuesday May 18th 3:00pm access to display area to set up. (Forklift available at this time)

Wednesday May 19th

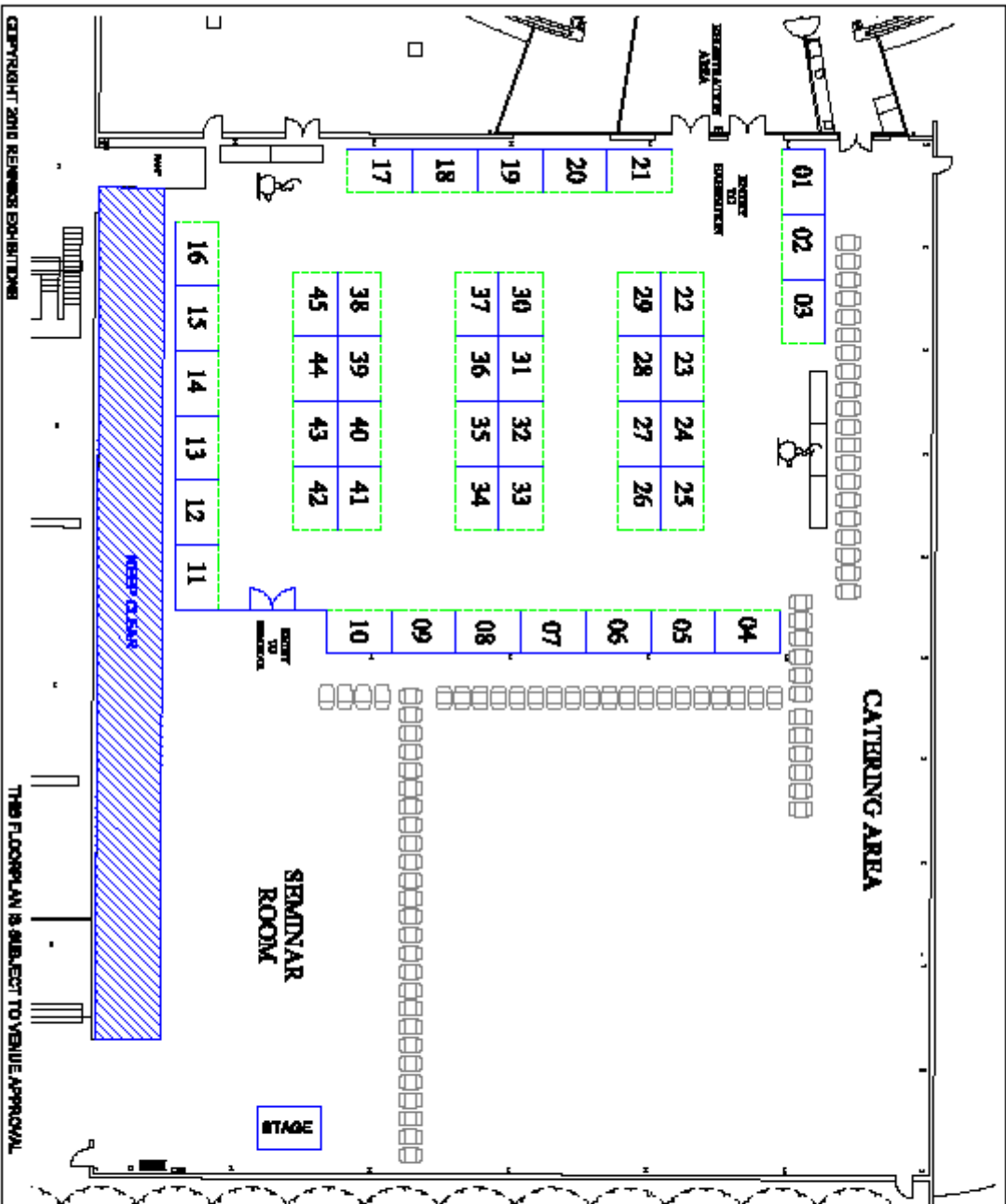
7.00am Access to display areas to set up (Forklift available)
10.00am Registration commences - coffee and view exhibition
11.15am Conference Opens
12.30 LUNCH in exhibition area
2.00 pm Conference Resumes
3.00pm COFFEE BREAK in exhibition area
3.30pm Conference Resumes
5.00pm Conference ends for day.
5:00 pm AGM
5.30pm Networking and Stress Relief (drinks)
6.30pm Free Time

Please Note that there is not an organised dinner on Wednesday to allow for informal networking, however there are many great eating places in the Barossa and more information will be available at the registration area.

Thursday May 20th

9:30 am Coffee in Exhibition Area
10.00am Conferences Sessions Resume
12.00pm LUNCH in exhibition area including Sponsors prize draws
1.30pm Conference Sessions
3.00pm BREAK in exhibition area
3.30pm Conference Sessions
(Displays may be removed at this time - forklift available)
5.00 pm End
6:30 Pre-Dinner drinks
7.00pm CONFERENCE DINNER including conclusion of the conference

Friday morning - access to exhibition area to remove displays. (Forklift available)



renniks
exhibitions

864 South Road
Edwardstown SA 5039
Ph : (08) 8292 3950
Fax : (08) 8288 6740
www.renniks.com.au

Notes:

All floorplan rooms are 3m x 2m Booths
There is a total of 45 Booths
There is an additional 5hrs of walking path access for the entry to the Seminar Room
There are two Exhibition areas

Proposed layout for the
Winery Engineering
Association
Conference 2010
(Total Tables: 200; 400 seats)

Author: Peter W
Date: 20/09/10

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