





Conference & Trade Show

11 & 12 AUGUST 2021

Rotorua Energy Events Centre



Presidents Welcome

Welcome all prospective exhibitors and sponsors to the launch of our 2021 Conference Sponsor and Exhibitor Prospectus.



Our CEO, Rodney Grant has recently been tagging 2020 as "The year where everything that could happen didn't". This was the case with the HIANZ 2020 conference in Queenstown, and whilst disappointing to cancel that conference, it was a prudent decision at the time.

Planning for 2021 is now underway and the members and associates that I have spoken to are really excited about getting together in 2021. Having to miss the 2020 event certainly seems to have created plenty of demand for next year.

At our AGM in July, our then President Tim Mikkelsen announced the board had agreed to push on with a conference plan for 2021. The location chosen was based on being central to our member base, offering plenty of trade-show space as well as plenty to do for visiting delegates.

Rotorua Events Centre offers everything we desire for our 2021 conference:

- Low Risk as we have been there twice before so we know the venue and the management team well, and we are reassured by the successful track record of holding our conference there.
- Safe the venue is away from ports and points of entry and we know that the protocols and procedures at the venue and in hotels will be excellent.
- Rotorua is a central location, good transit options via road and airport and being centrally
 located in the North Island, puts us close to a good portion of our membership base. It is
 also easily accessible from a logistics perspective for our Supplier Members to travel with their
 equipment and exhibit at conference.

2021 Conference will undoubtedly be one of our biggest conferences ever. Rodney tells me that he and Kylene are receiving high levels of interest from our members, who are "hanging out to meet up again and reconnect". If ever there was a time to get the most out of a conference as an exhibitor/sponsor, 2021 is going to be it for the Hire Industry.

We are building an excellent program with varied speakers, interest workshops (you can present one if you want) and the team are working hard to create a great entertainment package specifically designed to increase quality contact time for you with the delegates.

I look forward to meeting with you all in my capacity as President and thank you for your continued support of our members and of our industry.

Ant SmitHIAN7 President

Conference Information

The 2021 HIANZ Conference & Trade Show in Rotorua aims to bring together close to 300 delegates including Hire Company member principals, staff, suppliers, industry related supporters and sectors.

We have received an unprecedented level of enquiries and excitement about the 2021 conference from delegate members, and we therefore believe this will be our biggest conference to date. There is a massive desire by our members to get back together and reconnect with each other.

We have a range of opportunities for sponsors and exhibitors who want to be part of this highly-focused, two-day event.

Target Audience

The conference is focussed at all the different areas of the Hire Industry. This includes General, Party and Events, Heavy Hire, Access, Forklift and Telescopic handling and mobile plant.

For the second time, after the success of 2019, we will be opening the trade show up to our members' customers to visit and see the varied ranges of equipment available in the market. This provides further exposure of your brands to the end user. Note, the opening of the trade show will be on the Thursday afternoon, after the main conference sessions are finished and after you have had increased exposure time to the member delegates to discuss purchasing options.

Attending businesses cover the spectrum from major corporates to small and medium-sized operations.

The conference is traditionally well-supported by government, with Ministers, senior officials, policy makers and regulators attending. Invitations are being sent to these and related authorities and associations.

Event Promotion

This conference and trade show is the hire industry's biggest pan-industry event, bringing all sectors of the industry together to debate and discuss the big issues and ideas.

Sponsors capitalise on this unique opportunity to support the entire industry at the event, in promotional activity prior, and in post-event reporting.

The New Zealand Hire & Rental Magazine, produced by HIANZ and which has a readership of 650+ people, will be dedicated to promoting and reporting on the event.

Event promotion includes:

- Dedicated conference webpage at https://www.hianz.net.nz/2021-conference, including hyperlinked sponsor logos.
- A dedicated Conference App that will provide sponsors with added opportunity to gain brand exposure and to reach out to delegates.
- Regular conference email updates to potential and registered delegates from now directing them to the conference webpage.
- · Advertising in the Hire & Rental magazine
- Active promotion through HIANZ's social media and mailing networks.
- Media relations, including targeting invitations to business, export and lifestyle media to attend the event.
- Post event media.



Sponsorship Matrix

	Platinum	Gold		Silver			Bronze		Supporter				
2021 - Sponsorship Packages	Principal Sponsor, including Awards Dinner	Wednesday Networking Function	Conference MC: Antonia Prebble	Conference App	Opening Keynote Speaker	Thursday Keynote Speaker	Coffee Cart	Happy Hour	Lunch	Delegate Gift	Delegate Lanyards	Morning Tea	Breakout Session Speaker
Cost (ex GST)	SOLD	SOLD	SOLD	\$4,000	\$4,000	\$4,000	SOLD	\$2,500	\$2,500	\$1,500	SOLD	\$1,500	FOC
Opportunities available	1	1	1	1	1	1	1	2	2	1	1	2	8
Acknowledgement by MC on both days of the conference	✓ and at beginning of function	✓	✓ including MC wearing a branded item	✓	✓ and at beginning of keynote session	√	✓	✓ and at beginning of function	✓	✓	√	✓	
Access to full list of delegate names & contact details	✓	✓											of relevant breakout session
Naming rights as the Conference App sponsor				✓									
Push notifications via the app during the conference	1 each day & at function	√ 1 at function		√ 2 each day									
Naming rights as the keynote sponsor - and introduce them at the beginning of their presentation					✓	✓							
Naming rights as function sponsor with 5 mins speech at the event and opportunity to dress the space (at own cost)	✓ and equipment at event	√ and equipment at event						√ no speech					
A word from our Principal Sponsor' - 500 word write up on the conference website	✓												
Advertisement in the NZ Hire & Rental magazine	√ full page	√ 1/2 page	√ 1/4 page	√ 1/4 page	√ 1/4 page	√ 1/4 page							√ listing
Company logo on the coffee cart and opportunity to provide branded coffee cups at own cost							✓						
Opportunity to provide a branded gift to the delegates at the start of the day (gift to be provided at own cost)										✓			✓ at relevant breakout
Your logo printed onto delegate lanyards											✓		
Relevant catering break naming rights via acknowledgement by MC and signage on the catering tables									✓			✓	
Complimentary exhibition stand with priority placement	✓ 4 booths together in one area	✓ next prominent											
5m x 5m floor space in the Grand Hall for machinery	✓												
Complimentary conference registrations	3												
Complimentary tickets to the Networking Function	3	4											
Complimentary tickets to the Awards Dinner	3												
Placement of company banner in the plenary room	✓ next to stage & at function	✓ at function only											✓ in relevant breakout room
Placement of company logo on directional signage and attendee nametags	✓												
Placement of company logo on registration desk panels	✓ most prominent	✓	✓	✓	✓	✓							
Placement of company logo on all conference marketing material	✓ most prominent	✓	✓	✓	✓	✓							
Placement of company logo on plenary sponsor holding slides	✓ most prominent	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Placement of company logo on the conference website, with link to own website	✓ most prominent	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Placement of company logo in the Conference App	✓	✓	√	✓ most prominent, with link to own website	✓	√	√	√	√	✓	√	√	✓

PLATINUM SPONSORSHIP DDDDD

Principal Sponsor, including the Hire Excellence Awards Dinner

SOLD

There is **one** opportunity available to be the Platinum Sponsor of the conference which includes named sponsor of the Hire Excellence Awards Dinner on the Thursday Evening.

The function will be black tie and the function is expected to attract 300 attendees.



- Acknowledgement by the MC of your sponsorship on both days of the conference and at the beginning of the awards dinner
- Naming sponsor of the Hire Excellence Awards Dinner, with opportunity for a 5 minute speech at the event
- Opportunity to dress the Awards Dinner venue (at own cost), in conjunction with the PCO
- Opportunity to have your equipment displayed at the Awards Dinner.
 Quantity and size to be confirmed with the PCO
- A word from our Principal Sponsor'
 500 word write up on the conference website
- Push notifications via the Conference App – 1 x each day of the conference and 1 x at the Awards Dinner
- Full page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- 4 x standard sized exhibition booths all together in the one location (location to be discussed)
- 5m x 5m floor space in the Grand Hall for machinery placement

- 3 x complimentary conference registrations
- 3 x complimentary tickets to the Networking Function
- 3 x complimentary tickets to the Awards Dinner
- Placement of your freestanding company banner next to the stage in the conference plenary room and at the Awards Dinner
- Placement of your company logo on all directional signage
- Placement of your company logo on the registration desk
- Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App
- Placement of your company logo on attendee nametags
- Access to the full list of delegate names and contact details, post event, where captured.

GOLD sponsorship dddd

Networking Function SOLD

There is **one** opportunity available to sponsor the Wednesday evening Networking Function.

The Wednesday networking function which will be fancy dress, where you can present a fun award for best dressed etc.



Your Sponsorship package will include:

- Acknowledgement by the MC of your sponsorship on both days of the conference
- Naming sponsor of the Networking Function, with opportunity for a 5 minute speech at the event
- Opportunity to have your equipment displayed at the Networking Function. Quantity and size to be confirmed with the PCO
- Push notification via the Conference
 App 1 x at the Networking Function
- ½ page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- 1 x standard sized exhibition booth in a prominent location
- 4 x complimentary tickets to the Networking Function

- Placement of your company logo on the registration desk
- Placement of your freestanding company banner next to the stage at the Networking Function, as well as a branded sign in the bus transfer windows
- Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App
- Access to the full list of delegate names and contact details, post event.

There is an option for 2x organisations to co-sponsor the Networking Function. Please discuss this option with Rodney Grant, HIANZ CEO.

SILVER sponsorship DDD

Conference MC SOLD

There is **one** opportunity to sponsor the conference MC, Antonia Prebble.

Antonia is the Master of Ceremony for the entire conference as well as the Wednesday evening Networking Function, and Thursday morning breakfast session.



- Acknowledgement by Antonia of your sponsorship on both days of the conference
- Opportunity to provide Antonia with your branded clothing to wear during the conference (to be discussed and agreed with both Antonia and the PCO)
- ¼ page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- · Placement of your company logo on the registration desk
- · Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- · Placement of your company logo in the Conference App.



Conference App

\$4,000 + gst

There is **one** opportunity available to sponsor the Conference App.

This is a new opportunity introduced for 2021 and the digital App will be replacing the traditional printed conference handbook.



- Acknowledgement by the MC of your sponsorship on both days of the conference
- · Naming rights as the Conference App sponsor
- Push notification via the Conference App 2 x each day
- ¼ page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- · Placement of your company logo on the registration desk
- · Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Most prominent placement of your company logo in the Conference App, with a link to your website.

SILVER SPONSORSHIP DDD

Opening Keynote Speaker

\$4,000 + gst

There is **one** opportunity to sponsor the Opening Keynote Speaker.

The Keynote Speaker, Wiremu Edmonds, a Workplace Culture, Health, Safety & Wellbeing Specialist from TUAKIRI, is a high profile and respected speaker who is scheduled to present at the conference on the Wednesday morning.



- Acknowledgement by the MC of your sponsorship on both days of the conference, as well as at the beginning of the opening keynote session
- Naming rights as the opening keynote sponsor, with opportunity to introduce the speaker at the beginning of their presentation
- ¼ page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- · Placement of your company logo on the registration desk
- · Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- · Placement of your company logo in the Conference App.



Thursday Keynote Speaker \$4,000 + gst

There is **one** opportunity to sponsor the Thursday Keynote Speaker.

The speaker will be a high profile, energetic and respected speaker who is scheduled to present at the conference on the Thursday.

- Acknowledgement by the MC of your sponsorship on both days of the conference
- Naming rights as the Thursday keynote sponsor, with opportunity to introduce the speaker at the beginning of their presentation
- ¼ page advertisement in the New Zealand Hire & Rental Magazine (artwork supplied by sponsor)
- · Placement of your company logo on the registration desk
- · Placement of your company logo on all marketing material
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- · Placement of your company logo in the Conference App.

BRONZE SPONSORSHIP DD

Coffee Cart

SOLD

There is **one** opportunity available to sponsor the Coffee Carts. This is a new opportunity introduced for 2021.

There will be 4 x coffee carts located in the conference venue for attendees and they will operate throughout both days of the conference. The beverages are free of charge for attendees.

Your Sponsorship package will include:

- Acknowledgement by the MC of your sponsorship on both days of the conference.
- Opportunity to brand the coffee carts and provide branded coffee cups, a sweak in ona cost
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App.



Happy Hour

\$2,500 + gst each

There are **two** opportunities to sponsor the Happy Hour Drinks for **either** Wednesday or Thursday.

The two Happy Hours will take place within the Trade Show prior to the two evening functions.



- Acknowledgement by the MC of your sponsorship at the beginning of the happy hour
- · Naming rights of the happy hour
- Opportunity to dress the space (at own cost), in conjunction with the PCO
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the conference app.



CONFERENCE SUPPORTER D

Delegate Gift

\$1,500 + gst

There is **one** opportunity left to provide a branded gift to delegates for the Thursday session.



Your Sponsorship package will include:

- Acknowledgement by the MC of your sponsorship on both days of the conference
- Opportunity to provide a branded gift to the delegates at the start of the day (gift to be provided at own cost and to be signed off by the PCO)
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App.



Delegate Lanyards

SOLD

There is **one** opportunity available to sponsor the Delegate Lanyards. The Lanyard will be worn around the necks of all conference attendees at all times, displaying their name tags.

- Acknowledgement by the MC of your sponsorship on both days of the conference
- Your logo printed on the lanyards (1 colour print)
- Placement of your company logo on plenary... sponsor holding slides
- Placement of your company logo or conference website, with a link
- Placement of your company logo in the Conference App.



CONFERENCE SUPPORTER D

Morning Tea

\$1,500 + gst each

There are **two** opportunities to sponsor the morning tea on either Wednesday **or** Thursday.



Your Sponsorship package will include:

- Acknowledgement by the MC of your sponsorship on both days of the conference
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App
- Signage on the morning tea catering tables, acknowledging you as the morning tea sponsor.



Breakout Speaker

FOC

There are **eight** opportunities to present at one of the breakout sessions during the Wednesday and Thursday.

Your speaker and presentation topic must be preapproved by Rodney Grant, HIANZ CEO, prior to the conference.



- Opportunity to present for 25 minutes at one of eight breakout sessions
- Access to the full list of delegate names and contact details, where captured, of those who attended your breakout session
- A listing in the New Zealand Hire & Rental Magazine
- Opportunity to provide a branded gift to the delegates attending your session, at your own cost
- Placement of your company banner in the room during your breakout session
- Placement of your company logo on plenary sponsor holding slides
- Placement of your company logo on the conference website, with a link to your website
- Placement of your company logo in the Conference App.



Exhibition Stands

The 2021 conference trade show will be the biggest and most interactive yet! Along with an estimated 60+ stands, the trade show will include:

- A communal networking hub in the centre with bar leaners, lounge furniture, a stage and 2 x coffee carts
- All conference catering morning tea x 2, lunch x 2, happy hour functions x 2, breakfast x 1
- Breakfast keynote presentation from the networking hub stage
- · Fun, interactive games and competitions
- Device charging stations
- 2 x additional coffee carts in and around the space during peak times
- 5 hours of delegate free time to explore the trade show each day

Stand Options

Empty Floor Space, Foyer, for heavy machinery: \$2,400 + gst per 5m x 5m

- 5m x 5m empty floor space, marked out with tape on the floor in the Grand Hall
- 2 x exhibitor registrations (full access conference pass including all functions)
- Additional full registrations \$550 + gst each.

Single Booth, main trade show hall: \$3,250 + gst each

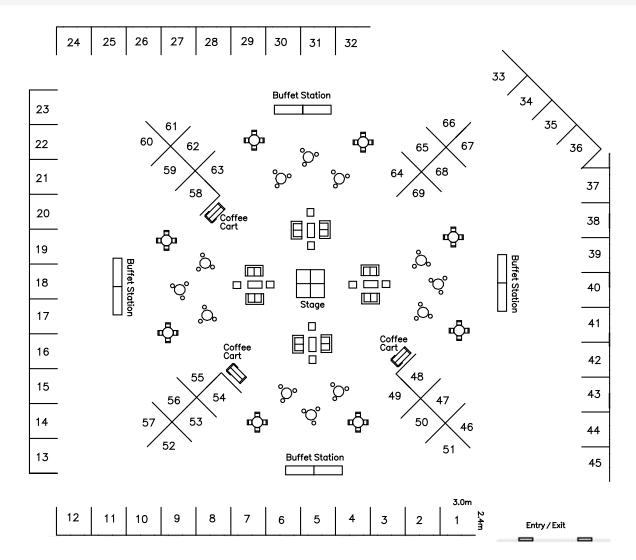
- 3m x 2.4m booth with up to 3 velcro receptive walls (number of walls depends on booth location)
- 1 x 10 amp power supply
- 2 x 150w spotlights
- 2 x exhibitor registrations (full access conference pass including all functions)
- Additional full registrations \$550 + gst each.

Double Booth, main trade show hall: \$5,400 + gst each

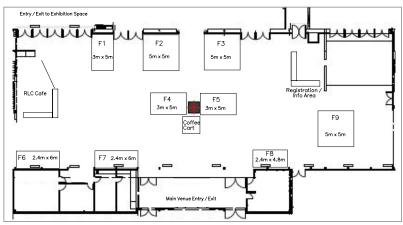
- 6m x 2.4m booth with up to 3 velcro receptive walls (number of walls depends on booth location)
- 2 x 10 amp power supply's
- 4 x 150w spotlights
- 3 x exhibitor registrations (full access conference pass including all functions)
- Additional full registrations \$550 + gst each.

Triple Booth, main trade show hall: \$7,550 + gst each

- 9m x 2.4m booth with up to 3 velcro receptive walls (number of walls depends on booth location)
- 2 x 10 amp power supply's
- 4 x 150w spotlights
- 4 x exhibitor registrations (full access conference pass including all functions)
- · Additional full registrations \$550 + gst each.



Floor Space in Foyer



Floor space in the foyer is for heavy / large machinery only. The floor space does not come with power, lighting or any walls. Pricing is based on a standard 5m x 5m space but will be adjusted accordingly for different floor size allocations.

Single, double and triple stands available. If choosing a double or triple stand option, the single stand internal walls will be removed.

All single stands are 3m wide x 2.4m deep. Built with black velcro receptive exhibition panels 2.3m high.

Conference Sponsorship & Exhibition Acceptance Form

CO	LITA	CT	DET	ГΛΙ	1 6
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Company Name						
Sponsor/Exhibitor Main Contact						
Name			Email			
Title			Website			
Phone						
SPONSORSHIP PACKAGE						
Please tick the appropriate package below:						
O Platinum - Principal	SOLD	Supporter - Delegate Gif	t, Wednesday	SOLD	Floor space in Foyer - 5m x 5m (no w	alls) \$2,400 + gst
Gold - Wednesday Networking Function	SOLD	Supporter - Delegate Gif	t, Thursday	\$1,500 + gst	Exhibition Stand – single booth	\$3,250 + gst
Silver - Conference MC	SOLD	O Supporter - Delegate Lar	nyards	SOLD	Exhibition Stand - double booth	\$5,400 + gst
Silver - Conference App	\$4,000 + gst	O Supporter - Morning Tea,	Wednesday	\$1,500 + gst	Exhibition Stand – triple booth	\$7,550 + gst
Silver - Opening Keynote	\$4,000 + gst	O Supporter - Morning Tea,	Thursday	\$1,500 + gst		
Silver - Thursday Keynote	\$4,000 + gst	Supporter - Breakout Spe	eaker, Wednesday	\$FOC	Exhibition Stand - preferred location (refer page 16 for floor plan)	
Bronze - Coffee Cart	SOLD	Supporter - Breakout Spe	eaker, Thursday	\$FOC		
Bronze - Happy Hour, Wednesday	\$2,500 + gst				Option 1:	
Bronze - Happy Hour, Thursday	\$2,500 + gst				Option 2:	
Bronze - Lunch, Wednesday	\$2,500 + gst					
Bronze - Lunch, Thursday	\$2,500 + gst				Please note: Every effort will be made to with your preferred stand location, how ultimately be allocated on a 'first in' ba	ever stands will
FLEXIBLE PAYMENT PLANS FO	R ALL OPTIO	NS	DECLAR	ATION		
(refer following page for details)			I (print nam	e)	agre	e to sponsor/exhibit
O Plan 1 O Plan 2 O Plan 3	O Plan 4				ence and Trade Show as indicated above. I a Terms and Conditions as outlined on page 1	

Signed

Date

Terms & Conditions and Payment Plan Options

Payment Terms

For all sponsorship and exhibition packages the following payment terms will apply:

- All prices exclude GST.
- All monies payable must be received (and cleared) by the due dates.
 Failure to do so may result in your organisation being deemed to have cancelled its booking and organisations may be omitted from the conference programme and other material without notice if payment is not received by the due dates.
- The cost of attending/exhibiting/sponsoring at conference
 can be fairly heavy on the cashflow of businesses and in terms
 of Sponsors and Exhibitors, a big drain on their financial budgets for
 marketing/conferencing. To assist this burden, HIANZ proposes some
 options for payment for the conference. This spreads the burden
 across different periods, making it slightly easier to handle.
- All bookings and selected payment plans are subject to a deposit of 10%, (non-refundable), invoiced at time of booking confirmation and paid within 14 days of invoice date to lock in attendance.

Option #	Payment Plan
1	Balance invoiced 1 April 2021.
2	Balance split in half, billed over two calendar years (November 2020, payable 30 December and 1 April, payable 30 May 2021, all invoices to be fully paid by 30 June 2021).
3	Balance split in half, billed over two financial years (whatever your financial year is, all invoices to be fully paid by 30 June 2021).
4	Balance split equally across remaining months from booking confirmation up to 30 May 2021 (all invoices to be fully paid by 30 June 2021).

Applications

- HIANZ reserves the right to reject a sponsorship or exhibition application at its sole discretion.
- Bookings will be allocated only on receipt of a signed application form and in order of receipt by Lime & Soda (the conference organiser) of the application.
- An email will be sent to you to confirm your booking along with a tax invoice issued by HIANZ.
- Exhibitor/Sponsor must be a fully paid up member of HIANZ before application is accepted.

Cancellations

All cancellations must be made in writing to Lime & Soda. Cancellation of sponsorship or exhibition packages will incur a 10% fee if cancelled prior to 30 June 2021 and 100% if cancelled after this date.

Sponsor & Exhibitor Responsibilities

HIANZ and Lime & Soda will not be responsible for any breach of the agreement arising out of an application for sponsorship or exhibition, if the conference is cancelled, suspended, or reduced due to failure of services or other force majeure events outside of HIANZ's reasonable control.

Where applicable, sponsors and exhibitors will provide and make available to Lime & Soda their logo with full permission for use of their logo, for use in relevant conference marketing, promotional material and any other opportunities that may arise during the planning of the conference and trade show.

Further information

For further information and/or to discuss your sponsorship or exhibition opportunities, please contact:

Megan Old

Event Coordinator Lime & Soda Tel: **+64 7 595 0565**

Email: megan@limeandsoda.co.nz

Amanda Graham

Event Manager Lime & Soda

Mob: **+64 27 482 3707**

Email: amanda@limeandsoda.co.nz





www.hianz.net.nz/2021-conference



