

Auckland, NZ
29 May 2025



RailNZ 25

Partnership Prospectus

 **Australasian
Railway
Association**



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About the Australasian Railway Association

The Australasian Railway Association (ARA) is the peak body for the rail sector in Australia and New Zealand, and advocates for more than 230 member organisations across the industry.

Our membership covers every aspect of the rail industry including:

- The passenger and freight operators that keep essential rail services moving
- The track owners, managers and contractors that deliver a safe and efficient rail infrastructure network
- The suppliers, manufacturers and consultants that drive innovation, productivity and efficiency in the rail industry.



Introduction

The ARA RailNZ 25 Conference is the only industry-led event designed to bring together all aspects of the rail sector in New Zealand.

This one-day Conference will provide participants the opportunity to hear directly from both government and industry leaders on the latest developments, initiatives, and issues that will shape the future of the New Zealand rail sector. The event will take place in Auckland, the home of the country's largest transport infrastructure project – the City Rail Link. The event will kick off with a Young Rail Professionals Breakfast, followed by the Rail NZ Conference and Exhibition, and in the evening the ARA will be hosting the very popular Annual New Zealand Rail Industry Dinner, providing attendees with the opportunity to relax and network with colleagues.

The Conference will include presentations and discussions from the major rail operators in New Zealand, updates and briefings from senior government representatives, insights into rail safety and regulation, project learnings, and case studies.

This is a unique opportunity to hear from industry leaders from New Zealand and Australia whilst networking with those facing similar challenges across the rail industry.

This is a not to be missed event!

Why become a Partner or Exhibitor?

The ARA RailNZ 25 Conference presents an exciting opportunity to connect our Partners and Exhibitors with our extensive network, to showcase brands, products, services, expertise and knowledge in the support of the New Zealand rail industry.

Be seen as a partner of the ARA



Maximise your brand and access a unique opportunity that gives you more access to a focused audience on an important topic for the New Zealand rail industry



Demonstrate your support and contribution to the New Zealand rail industry



Highlight your expertise and knowledge of the New Zealand industry



Showcase or demonstrate your product/service and latest developments

Who will attend?

Attendees at the ARA RailNZ 25 Conference will come from a variety of sectors of the industry including



Freight operators



Passenger rail operators



Track owners, operators and maintainers



Industry suppliers



Public Sector Leaders



Engineers and technical experts

Program overview

Registration to the ARA RailNZ 25 Conference includes access to all sessions, morning/afternoon tea lunch, and the exhibition.



Conference

Date: Thursday, 29 May 2025
Venue: The Pullman Hotel, Auckland

RailNZ 25 Conference Registration

ARA member \$695

Non-member \$995

Networking Events

Young Rail Professionals Breakfast

7:00 am - 8:15 am

YRP Breakfast Registration

ARA member \$55

Non-member \$65

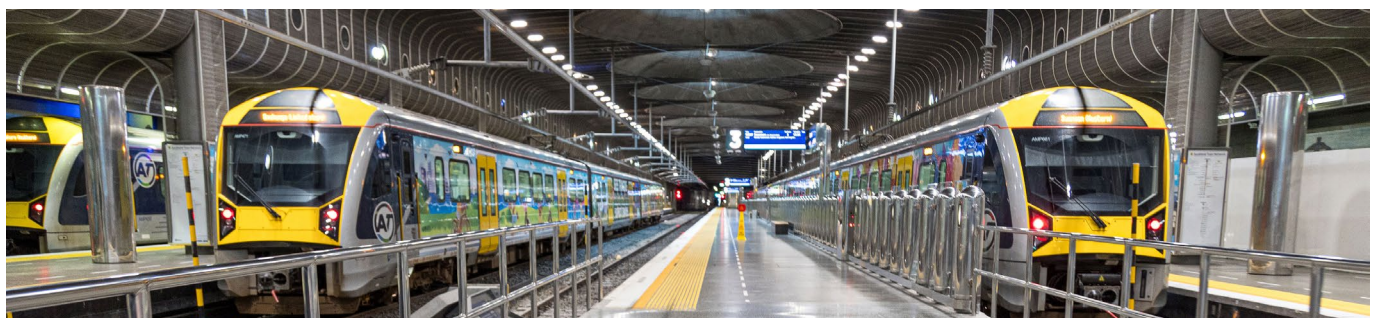
Annual New Zealand Rail Industry Dinner | 6:30 pm – 10:30 pm

Dinner tickets available at an additional cost

Partnership opportunities

Partnership category*	ARA members	Non-members
Platinum Partner (1 only)	\$16,500	\$18,500
Gold Partner (1 only)	\$13,750	\$15,750
Silver Partner (2 opportunities)	\$8,800	\$9,800
Lanyard (1 only)	\$5,500	\$7,500
YRP Breakfast Partner (1 only)	\$3,500	\$4,500

Custom sponsorship packages (including program and session sponsorship) are available on request. For more information, please contact Cathy Monaghan, Event Manager via cmonaghan@ara.net.au



Partnership packages

Platinum Partner*

Entitlements
Complimentary single booth in prominent position within exhibition
The opportunity to provide a keynote presentation of twenty minutes
Eight Conference delegate passes
Your company logo included in all Conference material as Platinum Partner
Your company logo digitally at the Conference
Your company logo on Conference PowerPoint slides
Your company logo on the Partner's banner at the entrance to the Conference
Delegate list to be provided twice, both 14 days prior to the event and 14 days post-event

EXCLUSIVE

\$16,500 ARA member

\$18,500 Non-member

Gold Partner*

Entitlements
The opportunity to provide a five-minute presentation prior to lunch
Four Conference delegate passes
Your company logo included in all Conference material as Gold Partner
Your company logo on Conference PowerPoint slides
Your company logo on the Partner's banner at the entrance to the Conference
Delegate list to be provided twice, both 14 days prior to the event and 14 days post-event

EXCLUSIVE

\$13,750 ARA member

\$15,750 Non-member

Silver Partner*

Entitlements
The opportunity to provide a five-minute presentation prior to afternoon tea
Two Conference delegate pass
Your company logo included in all Conference material as Silver Partner
Your company logo on the Partner's banner at the entrance to the Conference
Delegate list to be provided twice, both 14 days prior to the event and 14 days post-event

TWO OPPORTUNITIES

\$8,800 ARA member

\$9,800 Non-member

Lanyard Partner*

Entitlements
One Conference delegate pass
Your logo exclusively featured on the Conference lanyard
Your company logo included in all Conference material as Lanyard partner
Your company logo on the partner's banner at the entrance to the Conference
Delegate list to be provided twice, both 14 days prior to the event and 14 days post-event

EXCLUSIVE

\$5,500 ARA member

\$7,500 Non-member

Young Rail Professionals Breakfast Partner*

Entitlements
One Conference delegate pass
4 tickets to YRP Breakfast
Your company logo included in all Conference material as Young Rail Professional Partner
Your company logo on the Partner's banner at the entrance to the Conference
Delegate list to be provided twice, both 14 days prior to the event and 14 days post-event

EXCLUSIVE

\$3,500 ARA member

\$4,500 Non-member

Exhibition opportunities

Exhibition category*	ARA members	Non-members
Single booth	\$3,500	\$4,500
Double booth	\$6,000	\$8,000

As a stand-alone exhibitor, you will receive two booth registrations (per single booth) which will include catering in the exhibition. Tickets for the ARA Young Rail Professionals Breakfast and ARA Annual Rail Industry Dinner are at an additional cost.

Shell scheme (per single booth):

Inclusions
3m x 2m exhibition space
Octanorm booth walling system 2.5m white melamine infill panels with digital print fascia 300D on all frontages. If you would like to include your company logo this can be produced at an additional cost.
2 x 150 watt spotlights per booth, mounted on a light track inside the fascia
1 x 4 amp power connection
Trestle table with chair

Other branding

Inclusions
Company logo with your hyperlink on the Conference website in the exhibitor listing
Company logo in the onsite program
Delegate list to be provided 7 days prior to the event (including contact detail of those delegates who have given permission)

How to secure your booth

Select your top two preferred booth positions as displayed in the exhibition floor plan on **page 7**.

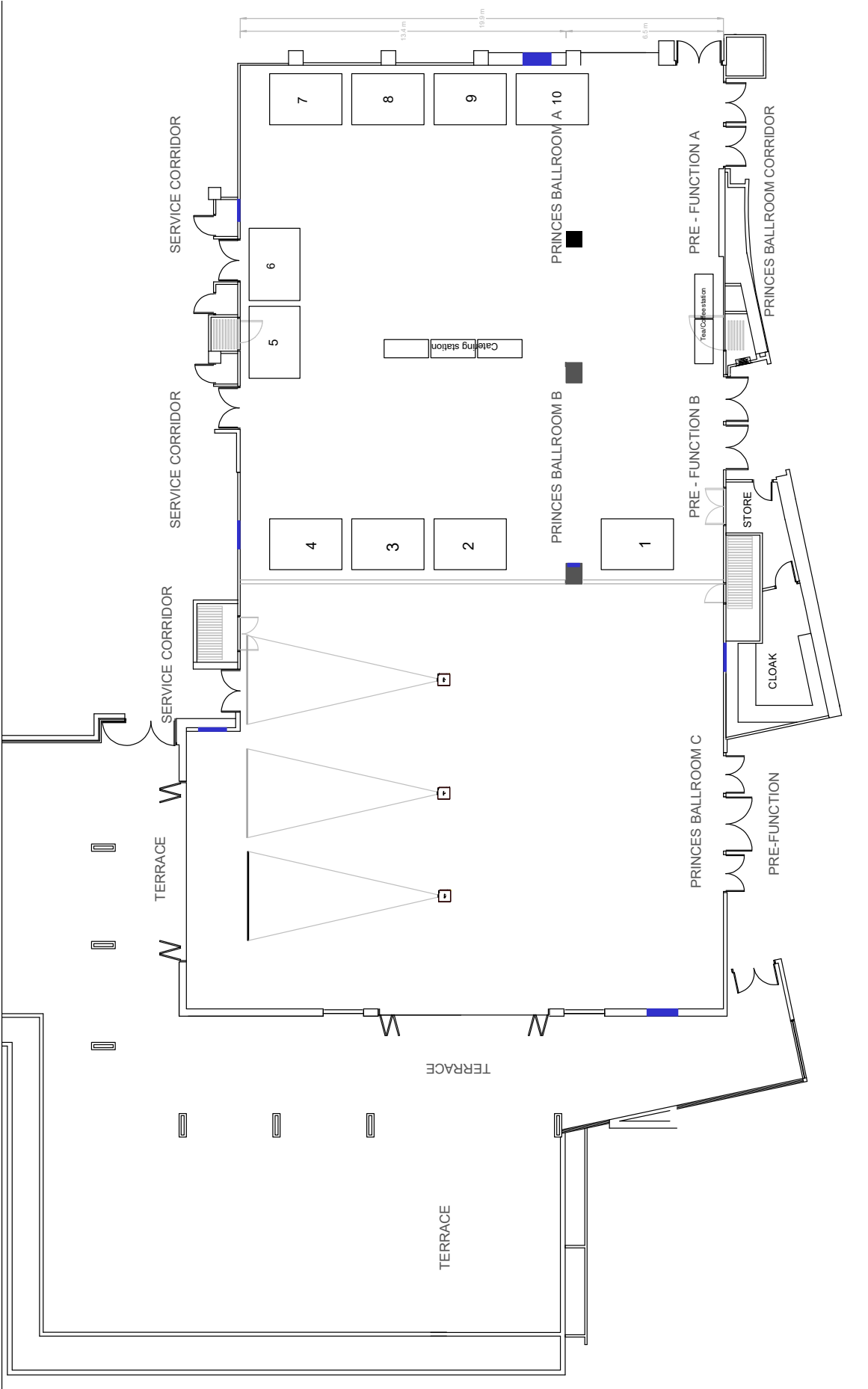
Refer to the Events Terms and Conditions on **page 8**. These relate to ARA's policy for those participating in the event, including important information on insurance and cancellations.

Completed the Booking Form on **page 10** and return to the ARA.

Your booth will be secured when payment is received, and you receive written confirmation from ARA.



Exhibition floor plan



Terms and Conditions

1. Definitions and Interpretation

1.1 In this agreement:

ARA means the Australasian Railway Association hosting the Conference (ABN 64 217 302 489).

Booking Form means the Booking Form as completed by the Partner/Exhibitors in the Prospectus.

Booth means the booth (being single or multiple as applicable) at the Conference that has been allocated by ARA

Bump-in Time is the period specified in the Exhibitor Manual for bump-in.

Bump-Out Time is the period specified in the Exhibitor Manual for bump-out.

Conference means the ARA RailNZ 25 Conference to be held 29 May 2025.

Entitlements means the Entitlements described in the Prospectus for the opportunity or opportunities selected by the Partner/Exhibitor and confirmed in writing by the ARA (and any additions or changes to such entitlements requested and confirmed in writing by the ARA).

Delegate List means the registration details for Conference attendees including contact details.

Fee means the applicable amount payable by the Partner/Exhibitor in respect of the Partnership and Entitlements as set out in the Booking Form.

Force Majeure Event has the meaning given in clause 5.5 (b), to the extent that the party is prevented from, or delayed in, performing that party's obligation under this agreement.

GST relates to the Australian Goods and Services Tax.

Insolvent means in relation to a party, whereby the party (a) is unable to pay its debts as they fall due, makes or commences negotiations with a view to making a general re-scheduling of its indebtedness, a general assignment, scheme of arrangement or composition with its creditors; (b) takes any corporate action, or any steps taken, or legal proceedings started for: (i) its winding up, dissolution, liquidation, or reorganisation, other than to reconstruct, merge or amalgamate while solvent; or (ii) the appointment of a controller, receiver, administrator, official manager, trustee, or other similar officer, of it or of any of its revenues or assets; or (c) seeks or is granted protection from its creditors under any applicable legislation.

Law means any present or future law, legislation, ordinance, regulation, rule, proclamation, by law or subordinate legislation in Australia or any other jurisdiction that is applicable to this agreement or the activities described under it, and any Australian Standard and any Approval, including any condition or requirement under it.

Representative means in respect of a party, an officer, director, employee, or agent of that party, but the Partner/Exhibitor is not a Representative of the ARA, and the ARA is not a representative of the Partner/Exhibitor.

Partner/Exhibitor means the entity specified in the Booking Form that is partnering at the Conference. Prospectus means the document which describes the Conference and the options and Entitlements for Partner/Exhibitor and includes the Booking Form and this agreement.

Venue is the Pullman Hotel, Auckland, or any alternative or replacement venue under clause 4.1 (c).

Venue Owner means the owner or operator of the Venue.

Venue Representative means a Representative of the Venue Owner but does not include the ARA or any Representative of the ARA.

2. General

2.1 By returning a Booking Form via online or printed copy, confirms your acceptance of these Terms and Conditions.

2.2 All bookings are subject to approval by the ARA and we reserve the right to refuse an application.

2.3 The ARA will take all diligent care to fulfil the Entitlements in the Prospectus.

2.4 The Partner/Exhibitor is responsible for providing all their requirements i.e. logos, promotional material and any other material by the due dates requested by the ARA.

2.5 The ARA reserves the right to introduce new packages should the opportunity arise.

2.6 The Partner/Exhibitor and all its Representatives, must comply with all Laws and directions from the ARA to ensure compliance with all relevant laws, rules, regulations and guidelines applicable to the Venue, issued by either the ARA or the Venue.

2.7 The Partner/Exhibitor agrees that the ARA may take photographs at the Conference for promotional use by the ARA.

2.8 The ARA will issue Delegate Lists to a Partner/Exhibitor if it is one of their Entitlements, according to the timeframe(s) stipulated in the Prospectus, and according to the ARA's privacy policy.

3. Payment of Fees

3.1 Partners/Exhibitors are required to make the necessary payments as per the payment schedule below (unless otherwise negotiated):

- a. payment is required within 30 days of the date of the invoice.
- b. payment is required no later than 31 March 2025.

3.2 The Partner/Exhibitor is solely responsible for all expenses (other than that provided under the Entitlements), including advertising and promotional costs, insurance, duties and taxes.

4. Changes and Cancellation

4.1 The ARA, in its absolute discretion, can make modifications to the Conference, including but not limited to:

- a. altering the Partnership Entitlements.
- b. altering any aspect of the Conference program without prior notice. Altering the hours during must be communicated to the Partner/Exhibitor within a reasonable time and the ARA will use reasonable endeavours to avoid making changes that are materially detrimental to the Partner/Exhibitor
- c. postponing or rearranging the Conference. If the Conference is cancelled for any reason, the

ARA may at its absolute discretion (but is not obliged to) attempt to rearrange or reschedule the Conference, substitute another Venue, or make any reasonable arrangement to conduct the Conference elsewhere, or at another suitable time. If the Conference is so rearranged, this agreement will continue to be binding except that the ARA will be entitled to make all reasonable changes to enable the Conference to be rearranged. If the Conference cannot be rearranged, the ARA will refund the Fee paid by the Partner/Exhibitor.

4.2 All cancellations must be made in writing to the ARA and notice acknowledgment in writing by the ARA.

4.3 Should the balance payment be outstanding at the time of cancellation, the Partner/Exhibitor is liable for the balance as per the Cancellation Policy.

4.4 Any reduction in a Partnership allocation will be considered as a cancellation, and the Partner/Exhibitor will be liable to pay the total fee payable on the initial allocation.

4.5 All Organisations are expected to conduct themselves in a professional and ethical manner, and any breach of this conduct

will result in immediate cancellation of the Partnership.

4.6 There may be an opportunity to transfer your Partnership cancellation to another ARA New Zealand Rail Conference in the future.

4.7 Cancellation fees will apply as per the following:

23 February - 10 March 2025: 50% cancellation of total contribution will apply.

11 March - 29 May 2025: 100% cancellation fee, payable in full if not already due and received by the cancellation date.

5. Liability

5.1 The ARA makes no representations or warranties as to the number of visitors or delegates to the Conference, or the level of commercial activity generated in relation to the Conference. The Partner/Exhibitor will have no recourse against the ARA or any of their Representative in relation to these matters.

5.2 The ARA is not responsible for any Representative of the Partner/Exhibitor, and is not liable for any loss or injury suffered by any Representative of the Partner/Exhibitor at the Event.

5.3 The ARA is not responsible for, and the Partner/Exhibitor releases and indemnifies the ARA, the Venue Owner and their Representatives from and against, any loss, damage to or theft of any property, materials or items brought onto the Venue by the Partner/Exhibitor or its Representatives.

5.4 The Partner/Exhibitor agrees to indemnify and hold harmless the ARA and their Representatives for all actions, claims, losses (including consequential losses), damages, injuries, liabilities, fines, penalties, judgments or settlements, whether direct or indirect, suffered by the ARA and their Representatives, or the Partner/Exhibitor or its Representatives, including all legal fees, costs and other expenses (Liability), incurred as a result of, or in connection with, any breach of this agreement or any laws by the Partner, any actions or omissions, negligent or otherwise of the Partner/Exhibitor or its Representatives or any claim by a third party that the use of the promotional material infringes its intellectual property or other rights.

5.5 The Partner/Exhibitor releases and indemnifies the ARA and their Representatives from Liability suffered by the Partner/Exhibitor

- a. as a result of the actions or omissions, negligent or otherwise, of the Venue Owner, the Venue Representatives or any persons other than the ARA and their Representatives in or around the Venue; or
- b. if the Conference is cancelled, delayed or otherwise affected because of a strike, riot, storm, act of God, war, act of terrorism, pandemic or epidemic (including COVID-19) or any cause beyond the reasonable control of the ARA (Force Majeure Event).

5.6 To the fullest extent permitted by law

- a. except as otherwise provided in this agreement, all terms, conditions, warranties, undertakings, inducements, or representations whether express, implied, statutory or otherwise relating in any way to the supply of goods or services under this agreement are excluded.
- b. the ARA and their Representatives are not liable, and the Partner/Exhibitor releases them from all liability, for any consequential, indirect or special loss, or for any loss of profits, revenue, savings, business opportunity, production or goodwill, suffered by the Partner/Exhibitor arising from or in connection this agreement.
- c. the maximum aggregate liability of the ARA for all claims under or in connection with this agreement or the Conference is limited to an amount equivalent to the Fees paid by the Partner/Exhibitor in accordance with this agreement, regardless of the basis of claim (including fundamental breach, negligence, misrepresentation, or other contract, tort or statute-based claim).

6. Installing, exhibiting and dismantling of exhibition booths

6.1 Booths will be allocated only on receipt of the signed Booking Form. Preferred Booth allocation is subject to availability and change.

6.2 At the Exhibitor's own cost, expense and risk, the exhibitor will deliver, install and dismantle its exhibit and remove it from the Venue.

6.3 The Exhibitor must install its exhibit in the allocated Booth and during the Bump-in Time. If the Exhibitor fails to occupy the Booth before the Bump-In Time expires, the ARA will have the right to use the Booth as it sees fit, including the right to allocate the Booth to another exhibitor without refund.

6.4 The Exhibitor must, if requested, make the Booth available for inspection by the ARA or a Venue Representative to ensure compliance with the Prospectus.

6.5 The Exhibitor must:

- a. ensure the Booth is manned at all times during the official refreshments breaks of the Conference.
- b. ensure the Booth is clean and tidy at all times. Failing this, the ARA may arrange for the Booth to be cleaned and tidied at the Exhibitors cost.
- c. ensure that all of its displays, decorations, demonstrations and activities are not offensive, inappropriate or unduly disruptive to the ARA, other exhibitors or delegates. The Exhibitor will immediately cease any activity or demonstration or remove and display or decoration upon request by the ARA.
- d. exercise due care for the persons, property, and premises of others.
- e. keep all noise made by the Exhibitor and its activities at a reasonable level commensurate with the professional image of the Conference, not create any disturbance or nuisance at the Conference (including those which affect a neighbouring booth) and not, without the ARA's prior written consent, make use of any microphone or other sound amplification device. The Exhibitor must immediately cease any activity or limit the noise it makes upon request by the ARA.

6.5 The Exhibitor must dismantle and remove its exhibit, tools and other materials during the Bump-Out

Time, leaving it clean and tidy and free from rubbish and debris. If the Exhibitor fails to do so:

- a. it will be responsible for any penalties imposed by the Venue Owner and for any losses suffered by ARA.
- b. the ARA may remove and store the exhibit (and any other property or items in or on the Booth) at the Exhibitor's cost.

7. Exhibitor Insurance

7.1 The Exhibitor must, at its sole cost and expense, procure and maintain for the period of the Conference, suitable insurance including public and product liability insurance with limits of not less than AUD\$20,000,000 and workers compensation which is sufficient to cover any common law or statutory liability arising because of any accident or injury to any person employed or engaged by the exhibitor.

7.2 The Exhibitor must provide the ARA with a copy of the Certificate of Currency evidencing insurance required under clause 7.1 within 6 weeks prior to the commencement of the Conference Bump-in Time which is TBA (or such other date as reasonably notified by the ARA).

7.3 This clause 7 will cease to apply in circumstances where the Event Convenor notifies the Exhibitor that the Conference will be delivered virtually.

Partnership and Exhibition Booking Form

Please return this booking form to ARA Events – events@ara.net.au

Should you have any questions please contact Event Manager Cathy Monaghan on 0438 569 827 or cmonaghan@ara.net.au

Contact details

Please note all correspondence including invoices will be sent to the contact supplied below. Print clearly in BLOCK capitals.

Organisation Name:

Contact Person:

Position:

Email:

Mobile:

Address:

Suburb, State, Postcode:

Website:

Opportunities

Please tick the appropriate box. All partnership prices are in AUD and inclusive of 10%GST (Australian Goods and Services Tax)

Summary of partnership opportunities	AUD inc GST		
Platinum Partner - Member	\$16,500	Exclusive	<input type="checkbox"/>
Platinum Partner – Non-Member	\$18,500	Exclusive	<input type="checkbox"/>
Gold Partner - Member	\$13,750	Exclusive	<input type="checkbox"/>
Gold Partner – Non- Member	\$15,750	Exclusive	<input type="checkbox"/>
Silver Partner - Member	\$8,800	Two available	<input type="checkbox"/>
Silver Partner – Non-Member	\$9,800	Two available	<input type="checkbox"/>
Lanyard Partner – Member	\$5,500	Exclusive	<input type="checkbox"/>
Lanyard Partner- Non-Member	\$7,500	Exclusive	<input type="checkbox"/>
Young Rail Professionals Breakfast Partner - Member	\$3,500	Exclusive	<input type="checkbox"/>
Young Rail Professionals Breakfast Partner – Non-Member	\$4,500	Exclusive	<input type="checkbox"/>
Exhibition Booking			
Single booth – Member	\$3,500		<input type="checkbox"/>
Single Booth – Non-Member	\$4,500		<input type="checkbox"/>
Double Booth - Member	\$6,000		<input type="checkbox"/>
Double Booth – Non-Member	\$8,000		<input type="checkbox"/>
Booth number (s) preferences		1. 2.	

Total fee payable \$

Declaration

By completing and signing the Booking Form as a representative of
I acknowledge that I have read and accept the terms and conditions in the Prospectus and wish to become a Partner/
Exhibitor at the ARA RailNZ 25 Conference; and

Understand that the opportunity/opportunities I have applied for is/are not secured until ARA has confirmed this in
writing and required fee has been paid.

Name

Organisation

Signature, Date

I agree to be invoiced for the total of AUD incl GST.

Signature, Date

Payment

A tax invoice will be issued to the email address specified above. Payment can be made by direct debit or credit card and
is payable within 30 days of the invoice issue date.

Conditions of Payment

Please see the full Terms and Conditions noting failure to pay your partnership invoice by the due date may result in your
Partnership item not being confirmed.

Privacy Statement

Yes I consent to the ARA sharing my details with suppliers and contractors of this Conference, and for ARA
to use these details to assist with my participation, in participant lists, for the distribution of information in
respect of other relevant events organised by the ARA and in accordance with its Privacy Policy available at
ara.net.au/privacy-policy/

No I do not consent



Australasian Railway Association

Contact details

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PO Box 4608, Kingston ACT 2604 Australia

Cathy Monaghan - Events Manager

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