

PARTNERSHIP PROSPECTUS

ARA Rail Sustainability Conference

Sofitel Sydney Wentworth

Tuesday 28 June - Wednesday 29 June 2022



Contents

About the ARA	2
Conference introduction	3
The rail industry and sustainability	4
Key facts and figures	5
Why become a Partner?	6
ARA Rail Sustainability Conference 2022 program	7
Conference Dinner	8
Who will attend?	9
Partnership opportunities.....	10
Platinum Event Partner	11
Gold Event Partner	12
Supporting Event Partner	13
Conference Dinner Partner	14
Coffee Barista Partner	15
Program Partner	16
Lanyard Partner	17
Conference Carbon Offset Partner	17
Young Rail Professional Conference Scholarship Partner	18
Women In Rail Conference Scholarship Partner	19
Terms and conditions	20
Partnership booking form	23

About the ARA

The Australasian Railway Association (ARA) is the peak body for the rail sector in Australia and New Zealand, and advocates for more than 170 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.



Conference introduction

The inaugural ARA Rail Sustainability Conference will bring together all elements of the rail industry with an interest in sustainability. We expect more than 250 attendees, joining us in beautiful Sydney.

With the launch of the ARA Sustainability Committee and the ARA Sustainability Strategy, the ARA has an ambitious sustainability agenda over the coming three years.

The agenda for this Conference will cover all the trending topics in rail related sustainability, showcasing new innovations, initiatives and technology.

The program will cover contemporary thinking and current issues including:

- Technology and innovation
- The circular economy
- Place making and sustainable communities
- Energy and carbon
- Resource efficiency
- Resilience
- Diversity and inclusion

The agenda will also cover big picture strategic conversations about the future of rail sustainability.

This is a unique opportunity to hear from the leaders in rail sustainability, whilst networking with those facing similar challenges across the rail industry.

This is a not to be missed event!

The rail industry and sustainability

The Australasian rail industry plays a significant part in the development of sustainable and resilient infrastructure to meet our current and future needs.

The rail industry provides inherent sustainability benefits to the community through its operations, supporting long term, low carbon infrastructure in our cities and towns.

As Australia moves towards a net zero future, rail has a critical role to play in supporting the reduction of transport emissions as part of the broader infrastructure sector's move to more sustainable development.

The opportunity for rail to support sustainable development is a key factor in supporting the attraction and retention of people to work in the rail industry.



Key facts and figures



Rail helps create sustainable communities and promote healthy lifestyles



One commuter train takes 578 cars off the road



Rail passenger travel generates 75 per cent less PM10 emissions compared to road travel



Increasing the use of passenger rail by 20 per cent could deliver \$1.2 billion in annual community benefits from reduced emissions, reduced congestion and improved health outcomes



Rail freight generates 16 times less carbon pollution than road freight



Greater use of rail freight significantly reduces road accident costs



For every one per cent of the freight task that moves to rail, the community realises \$72 million in annual benefits



Rail creates more than 165,000 Australian jobs, providing rich and rewarding careers

Why become a Partner?

The ARA Rail Sustainability Conference 2022 presents an exciting opportunity to connect partners with our extensive network, enabling them to showcase their brands, products, services, expertise and knowledge in the support of the sustainability of the rail industry.

- ✓ Maximise your brand and access a unique opportunity that gives you more access to a focused audience on an important topic for the rail industry.
- ✓ Demonstrate your support and contribution to the sustainability of the rail industry.
- ✓ Highlight your expertise and knowledge in the industry, as well as your professionalism in sustainability.
- ✓ Demonstrate to a highly receptive audience your products and services - along with your organisation's latest developments.

Be seen as a Partner of the ARA.



ARA Rail Sustainability Conference 2022 program



Day 1

Tuesday 28 June 2022

08:00-08:45	Registration and welcome refreshments
08:45-10:30	Program sessions
10:30-11:00	Morning tea
11:00-12:30	Program sessions
12:30-13:30	Lunch
13:30-15:00	Program sessions
15:00-15:30	Afternoon tea
15:30-17:00	Program sessions
19:00-19:30	Pre-dinner drinks
19:30-22:30	Conference Dinner



Day 2

Wednesday 29 June 2022

08:00-08:30	Welcome refreshments
08:30-10:30	Program sessions
10:30-11:00	Morning tea
11:00-12:30	Program sessions
12:30-13:30	Lunch
13:30-15:00	Program sessions
15:00-15:30	Afternoon tea
15:30	Conference ends

Conference Dinner

The ARA Rail Sustainability Conference 2022 Dinner will be a night to network with others in the industry who are similarly focused on sustainability issues. It will bring together representatives from various areas of rail from around Australia to enjoy an exceptional evening together. We look forward to welcoming delegates and partners to this exciting event.



Tuesday 28 June 2022
7:00 - 10:30pm (pre-dinner drinks from 7:00 - 7:30pm)
Grand Ballroom and foyer
Sofitel Sydney Wentworth



Who will attend?

Attendees at the ARA Rail Sustainability Conference 2022 will come from a variety of sectors of the industry including:

- Passenger operations
- Construction
- Rail freight
- Heavy haul
- Track owners, operators and maintainers
- Industry suppliers
- Consultants
- Engineers and technical experts

The ARA expects more than 250 attendees at this exciting two-day event.

Registration for the two-day event

In-person delegate

Registration includes access to all sessions, morning/afternoon teas, lunches and Conference Dinner.

ARA Member	Non-Member
\$1,100*	\$1,650*

Extra Conference Dinner tickets

**One ticket
\$220***

*All prices include GST

Partnership opportunities

The ARA Rail Sustainability Conference 2022 will not have an exhibition, instead offering various partnership opportunities to showcase your organisation to attendees.

Summary of partnership opportunities*

Platinum Event Partner	\$37,500	Exclusive
Gold Event Partner	\$22,000	Two available
Supporting Event Partner	\$11,000	Five available
Conference Dinner Partner	\$22,000	Exclusive
Coffee Barista Partner	\$11,000	Exclusive
Program Partner	\$6,000	Exclusive
Lanyard Partner	\$6,000	Exclusive
Conference Carbon Offset Partner	\$6,000	Exclusive
Young Rail Professional Conference Scholarship Partner	\$6,000	Exclusive
Women in Rail Conference Scholarship Partner	\$6,000	Exclusive

*All prices include GST.

Platinum Event Partner

\$37,500
Exclusive

Entitlements

- The opportunity to provide a 20-minute keynote presentation on the first morning of the Conference
- The opportunity to provide the vote of thanks to the Ministerial or Departmental representative on the Conference program
- Four Conference delegate passes valued at up to \$4,400
- One table of 10 at the Conference Dinner valued at \$2,200 for guests that are not registered delegates
- Your company logo included in all Conference material as Platinum Event Partner
- Your Company logo on all Conference Powerpoints (excluding Conference Dinner)
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided twice, both 30 and 14 days prior to the event (including contact details of delegates who have given permission)

Gold Event Partner

\$22,000
Two available

Entitlements

- Two Conference delegate passes valued at up to \$2,200
- The opportunity to provide a five-minute presentation prior to lunch on day 1 or day 2
- Reserved table in a prominent location at the Conference Dinner
- Your company logo included in all Conference material as Gold Event Partner
- Your Company logo on all Conference Powerpoints (excluding Conference Dinner)
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 14 days prior to the event (including contact details of delegates who have given permission).

Supporting Event Partner

\$11,000
Five available

Entitlements

- One Conference delegate pass valued at up to \$1,100
- Your company logo included in all Conference material as Supporting Event Partner
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 14 days prior to the event (including contact details of delegates who have given permission).



Conference Dinner Partner

\$22,000
Exclusive

Entitlements

- The opportunity to provide a four-minute welcome and presentation at the Conference Dinner
- Two Conference delegate passes valued at up to \$2,200
- One table of 10 at the Conference Dinner valued at \$2,200 for guests that are not registered delegates
- Your company logo included in all Conference material as Conference Dinner Partner
- Your company logo displayed digitally on stage at the Conference Dinner
- Your company logo on the Conference Dinner menu
- Your company logo on any Conference Dinner PowerPoints
- Your company logo on the Partners' banner at the entrance to the Conference
- The opportunity to provide the vote of thanks to the guest speaker at the Conference Dinner
- Delegate list to be provided 14 days prior to the event (including contact details of delegates who have given permission).

Coffee Barista Partner

\$11,000
Exclusive

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Opportunity to provide branded keep cups for delegates (subject to approval by the venue)
- Your company logo on the Partners' banner at the entrance to the Conference
- Your company logo included in all Conference material Coffee Barista Partner
- Delegate list to be provided 7 days prior to the event (including contact details of delegates who have given permission).



Program Partner

\$6,000
Exclusive

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Quarter page advertisement in the Conference Program
- Your company logo included in all Conference material as Program Partner
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 14 days prior to the event (including contact details of delegates who have given permission)



Lanyard Partner

\$6,000
Exclusive

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Your logo exclusively featured on the Conference lanyard
- Your company logo included in all Conference material as Lanyard Partner
- Your company logo on the lanyard
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 14 days prior to the event (including contact details of delegates who have given permission).

Conference Carbon Offset Partner

\$6,000
Exclusive

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Your company logo included in all Conference material recognising you as Conference Carbon Offset Partner
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 7 days prior to the event (including contact details of delegates who have given permission).

Young Rail Professional Conference Scholarship Partner

\$6,000
Exclusive

This partnership will support the provision of a Conference scholarship for a delegate under 30 years. Young rail professionals working at ARA member organisations will be eligible to apply for the scholarship, which will include a complimentary Conference registration.

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Your company logo included in all Conference material recognising you as Young Rail Professional Conference Partnership
- The opportunity to recognise the scholarship winners during Conference program proceedings
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 7 days prior to the event (including contact details of delegates who have given permission).

Women in Rail Conference Scholarship Partner

\$6,000
Exclusive

This partnership will support the provision of a Conference scholarship for a women working in rail. Women working at ARA member organisations will be eligible to apply for the scholarship, which will include a complimentary Conference registration.

Entitlements

- One Conference delegate passes valued at up to \$1,100
- Your company logo included in all Conference material recognising you as the Women in Rail Conference Scholarship Partner
- The opportunity to recognise the scholarship winner during Conference program proceedings
- Your company logo on the Partners' banner at the entrance to the Conference
- Delegate list to be provided 7 days prior to the event (including contact details of those delegates who have given permission).

ARA Rail Sustainability Conference 2022

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 in the Prospectus.

Conference means the ARA Rail Sustainability Conference 2022 to be held on 28-29 June 2022.

Entitlements means the Entitlements described in the Prospectus for the opportunity or opportunities selected by the Partner 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 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 is not a Representative of the ARA, and the ARA is not a representative of the Partner.

Partner 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 Partners and includes the Booking Form and this agreement.

Venue is the Sofitel Sydney Wentworth, 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 Partners are 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 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 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 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/Partners and 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 25 March 2022.
- 3.2 The Partner 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 within a reasonable time and the ARA will use reasonable endeavours to avoid making changes that are materially detrimental to the Partner.
 - (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 (including by the use of web based platforms). 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.
- 4.2 All cancellations must be made in writing to the ARA and notice acknowledgement in writing by the ARA.
- 4.3 Should the balance payment be outstanding at time of cancellation, the Partner 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 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 Rail Sustainability Conference in the future.
- 4.7 Cancellation fees will apply as per the following:
25 March - 25 April 2022: 50% cancellation of total contribution will apply.
26 April 2022: 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 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, and is not liable for any loss or injury suffered by any Representative of the Partner at the Event.
- 5.3 The ARA is not responsible for, and the Partner 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 or its Representatives.
- 5.4 The Partner 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 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 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 releases and indemnifies the ARA and their Representatives from Liability suffered by the Partner:
- (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 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 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 in accordance with this agreement, regardless of the basis of claim (including fundamental breach, negligence, misrepresentation, or other contract, tort or statute-based claim).

PARTNERSHIP BOOKING FORM

Please return form to ARA Events - events@ara.net.au

Should you have any questions, please contact ARA Events Consultant Nicolette Hughes on 0416 189 171 or nhughes@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:

Phone: Mobile:

Address:

Suburb: State: Postcode:

Website:

Opportunities

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

Summary of partnership opportunities

Platinum Event Partner	\$37,500	Exclusive	<input type="checkbox"/>
Gold Event Partner	\$22,000	Two available	<input type="checkbox"/>
Supporting Event Partner	\$11,000	Five available	<input type="checkbox"/>
Conference Dinner Partner	\$22,000	Exclusive	<input type="checkbox"/>
Coffee Barista Partner	\$11,000	Exclusive	<input type="checkbox"/>
Program Partner	\$6,000	Exclusive	<input type="checkbox"/>
Lanyard Partner	\$6,000	Exclusive	<input type="checkbox"/>
Conference Carbon Offset Partner	\$6,000	Exclusive	<input type="checkbox"/>
Young Rail Professional Conference Scholarship Partner	\$6,000	Exclusive	<input type="checkbox"/>
Women in Rail Conference Scholarship Partner	\$6,000	Exclusive	<input type="checkbox"/>

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 at the ARA Rail Sustainability Conference 2022; and
- understand that the opportunity/opportunities I have applied for is/are not secured until ARA has confirmed this in writing and the required fee has been paid.

Name: Organisation:

Signature: Date:/...../.....

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

Signature: Date:/...../.....

Payment

A tax invoice will be issued to the email addresses specified above. Upon receipt of the invoice, payment can be made by credit card, payable within 30 days of the Invoice issue date.

Conditions of payment

Please see full Terms and Conditions related to Failure to pay your partnership invoice 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 <https://ara.net.au/privacy-policy/>
- No, I do not consent