



**IBIA Caribbean Conference and Training Course 2019**  
**Hosted by the Maritime Authority of Jamaica and Presented in Partnership**  
**with Ship and Bunker**  
**'The Caribbean Journey to 2020 Compliance'**  
**Montego Bay, Jamaica**  
**10-12 September**

**PLATINUM SPONSOR BENEFITS \$40,000**

**How do you benefit?**

As a Platinum sponsor, you will receive the very highest level of benefits with your sponsorship and we will work with you to customize your experience.

Your IBIA Caribbean Conference experience will be enhanced - from the invaluable relationships you build with leaders in the bunkering and shipping industry to the compelling content that drives discussions and spurs collaboration.

Each Platinum sponsor's package is highly customized to meet your company's goals and needs.

An event with a global profile and marketing reach.

**PRE CONFERENCE:**

- Special Announcement of the partnership via all communication channels (print, social media, email marketing, press releases)
- Logo will appear in the email marketing campaign to over 800 industry professionals
- Logo will appear in our print advertisement campaign to influential national and international media
- Logo will appear on the IBIA dedicated webpage
- Personalised invitations from your organisation to your selected clientele

### **DURING CONFERENCE:**

- Hotel accommodation for three (3) delegates for two (2) nights
- Special recognition throughout the Conference
- Eight (8) free delegate passes to the Conference and all social activities
- Social Media focus on your organisation during the Conference
- Opportunity to distribute promotion material throughout the Conference
- Rotating Logo on big screens throughout event
- Logo will appear on the Conference 's banners
- Two full pages advertisement in the centre of the Conference 's Official Brochure
- Official sponsor of the Gala Dinner (Wednesday 11<sup>rd</sup> Sept)
- Dedicated seating at VIP table during the Gala Dinner
- Four (4) pages menu and programme brochure dedicated to the Gala Dinner
- Speaking opportunity
- 1 Exhibition table
- Sponsor Recognition Award

### **POST CONFERENCE:**

- Preferential consideration at all IBIA events for a year (to become speakers or sponsors)
- Logo will appear in the post- Conference report that will be distributed to over 800 industry professionals
- Two full pages advertisement in the electronic and printed version of the post- Conference report
- Logo will appear in all press releases to selected online and print publications

### **GOLD SPONSOR BENEFITS \$25,000**

### **PRE CONFERENCE:**

- Special announcement of partnership across all media channels including social media
- Reference in the Conference 's regular press releases
- Logo to appear in all Conference marketing releases
- Logo to appear in all Conference print advertising
- Logo to appear on Conference dedicated webpage
- Sponsor to be announced through the Conference 's social media

### **DURING CONFERENCE:**

- Special recognition throughout the Conference
- Social media focus on your organization during the Conference
- Opportunity to distribute promotional material
- Six (6) free delegate passes to the Conference and all social activities
- Rotating Logo on big screens throughout event

- Logo to appear on Conference 's banners
- Full page advertisement upfront in Conference official guide
- Sponsor 'Welcome Cocktail Reception' (Tuesday 10<sup>nd</sup> Sept)
- Speaking Opportunity
- 1 Exhibition table
- Sponsor Recognition Award

#### **POST CONFERENCE:**

- Logo will appear in the post- Conference report
- Full page advertisement in the electronic post- Conference report
- Logo will appear in all press releases to selected online and print publications

#### **SILVER SPONSOR BENEFITS \$18,000**

#### **PRE CONFERENCE:**

- Reference in the Conference's regular press releases sent to carefully selected online and print publications, including media sponsors
- Logo will appear in the email marketing campaign to over 800 industry professionals
- Logo will appear in our print advertisement campaign to influential national and international media
- Logo will appear on the Conference 's dedicated webpage
- Sponsor will be announced through the Conference 's social media

#### **DURING CONFERENCE:**

- Special recognition throughout the Conference
- Social media focus on your organisation during the Conference
- Opportunity to distribute promotion material throughout the Conference
- Four (4) free delegate passes to the Conference and all social activities
- Logo will appear on the Conference 's banners
- Full page advertisement in the Conference's official guide
- Sponsor of 'Coffee Breaks' or 'Lunches'(Wednesday 11<sup>th</sup> -Thursday 12<sup>th</sup> Sept)
- Recognition at the Official Area of the coffee breaks or lunches
- Speaking Opportunity
- 1 Exhibition table
- Sponsor Recognition Award

#### **POST CONFERENCE:**

- Preferential invitation to all IBIA events throughout the year

- Logo will appear in the post- Conference report that will be distributed to over 800 bunker industry professionals
- Full page advertisement or advertorial in the electronic version of the post- Conference report
- Logo will appear in all press releases to selected online and print publications

### **SUPPORTER BENEFITS \$7,000**

#### **PRE CONFERENCE:**

- Reference in the Conference 's press releases sent to carefully selected online and print publications, including media sponsors
- Logo will appear in the email marketing campaign to over 800 industry professionals
- Logo will appear in our print advertisement campaign to influential national and international media
- Logo will appear on the Conference 's dedicated website

#### **DURING CONFERENCE:**

- Social media focus on your organisation during the Conference
- Opportunity to distribute promotion material throughout the Conference
- Logo will appear on the Conference's banners
- Two (2) free delegate passes to the Conference and all social activities
- Full page advertisement in the Conference 's official guide
- 1 Exhibition table
- Sponsor Recognition Award

#### **POST CONFERENCE:**

- Logo will appear in the post- Conference report
- Full page advertisement in the electronic post- Conference report
- Logo will appear in all press releases to selected online and print publications

### **INDIVIDUAL SPONSOR BENEFITS**

#### **Training Day Sponsor: \$4,000**

Training Day will offer the sponsor the opportunity to distribute marketing material to the attendees, use their banner throughout the training sessions and during the social activities (two coffee breaks and one lunch)

- Two free Training passes

#### **Table Exhibitor: \$3,500**

The IBIA Caribbean Conference 2019 offers you all the benefits of a networking environment in which you can consolidate existing, and develop new business relationships. Use this opportunity to acquire new leads and build your brand. As an exhibitor you will be accessible to committed buyers throughout the event and have the potential for key decision-makers to take time out of their busy schedules to come and see you. Face-to-face contact makes exhibiting both cost effective and time efficient, resulting in one of the highest returns on your marketing investment. The Conference offers prime exhibition opportunities!

During all Conference networking coffee breaks, lunches and the evening reception:  
Package includes:

One (1) free delegate pass to the Conference and all social activities

· 1 exhibition table

**Registration Desk: \$3,500**

This is the first point of contact for all delegates, speakers and sponsors, hence strategically the primary position of the conference. Your logo and banner will be displayed at the registration desk. The benefit package includes one delegate pass to the Conference and all social activities.

**Presentation Folders: \$3,500**

Sponsor the presentation folders which will be given to all conference delegates including the Convention's printed programme. Delegates can also use the presentation folders for keeping their notes or business cards safe during the Conference. The benefit package includes one delegate pass to the Conference and all social activities.

**Caps: \$3,500**

Sponsor the Conference's caps which are suitable for all kind of looks and every hour of the day. The cap will be given to all delegates of the Conference and your logo will add a personal branding touch to the cap. The benefit package includes one delegate pass to the Conference and all social activities.

**Delegates Bag Sponsor: \$3,500**

Every delegate receives a bag displaying the sponsor's logo. The bag contains the full event guide and publications from organising companies and supporting media. The benefit package includes one delegate pass to the Conference and all social activities.

**Notepads and Pens Sponsor : \$3,500**

Sponsor the note pads and pens, which are used by all conference delegates during the Conference. Your logo will be displayed on both. The benefit package includes one delegate pass to the Conference and all social activities.

**Badges and Lanyards Sponsor: \$3,500**

Badges and lanyards are worn during all courses, seminars, the conference and all networking events. These display the sponsor's logo on the badge and around the lanyard. All delegates will be required to wear the badges in the formal sessions as well as the exhibition and field trips. The benefit package includes one delegate pass to the Conference and all social activities.

**Bottled Water Sponsor: \$3,500**

Sponsor the bottled water, which will be consumed and replaced throughout the IBIA Caribbean Conference. Your branding and message will be displayed on them. The benefit package includes one delegate pass to the Conference and all social activities.

**Conference Bags: \$3,500**

The Conference bag will include all the welcome materials of the conference mentioned above. It will be given to all the attendees during registration. The benefit package includes one delegate pass to the Conference and all social activities.

**Branded Sunglasses: \$3,500**

The Branded sunglasses will have the logo of the sponsor on both side of the frame. Different colours available. The benefit package includes one delegate pass to the Conference and all social activities.

**3-IN-1 Branded Reel Charger: \$3,500**

3 in 1 UBS cable to easily carry and store three chargers in one handy device. Type C, iPhone and Micro USB. The benefit package includes one delegate pass to the Conference and all social activities.

**Extra Features of Individual Sponsor**

- Your company will be mentioned as 'Individual Sponsor' in the Official IBIA Caribbean Conference Convention 2019 Event Guide, which will be distributed in more than 800 industry professionals.
- Your company will be mentioned as 'Individual Sponsor' in the IBIA Caribbean Conference webpage.

**Official Programme:**

The official Conference brochure will be distributed to all delegates plus we will provide a credit of your company with hyperlinked logo on the event webpage.

Back cover: \$1000

Inside Front or Back cover: \$800

Single Page: \$600

For **sponsorship enquiries**, or questions about supporting the Conference , please contact Paul Davis

E: [pd@shipandbunker.com](mailto:pd@shipandbunker.com)

For speaking opportunities, please contact Sofia Konstantopoulou

E: [sofia.konstantopoulou@ibia.net](mailto:sofia.konstantopoulou@ibia.net)