

Exhibition and sponsorship opportunities

2009



Contents

Page	Detail
3	APSE exhibitions introduction
	<u>The seminars</u>
4	Facilities management seminar and exhibition <i>29/30 January 2009, Crowne Plaza Hotel, Chester</i>
5	Scottish building and housing services seminar and exhibition <i>18/19 February 2009, Peebles Hydro Hotel, Peebles</i>
6	Leisure services seminar and exhibition <i>26/27 February 2009, Park Inn Hotel, Nottingham</i>
7	Roads, highways and street lighting seminar and exhibition <i>12/13 March 2009, Marriott Gosforth Park Hotel, Newcastle</i>
8	Scottish fleet, waste and ground services seminar and exhibition <i>5 - 8 May 2009, Hilton Coylumbridge Hotel, Aviemore</i>
9	APSE Annual Seminar and exhibition including the APSE Service Awards <i>8 - 10 September 2009, Cardiff City Hall, Cardiff</i>
10	Environmental services seminar and exhibition <i>15/16 October 2009, Best Western Moat House Hotel, Stoke-on-Trent</i>
11	Scottish healthy communities seminar and exhibition <i>5/6 November 2009, Hilton Dunkeld Hotel, Dunkeld</i>
12	Construction, housing and building maintenance seminar and exhibition <i>5/6 November 2009, Venue to be confirmed in the North West</i>
13	Performance networks seminar and awards evening <i>December 2009, Hilton Hotel, Blackpool</i>
14	Additional sponsorship opportunities
15	Request form for booking details

Introduction



Louise McMillan
Marketing and exhibition
manager
Tel: 01698 45 4107
Mobile: 07795 090 739
Email:
Lmcmillan@apse.org.uk

Throughout the year APSE holds a number of service specific seminars for local authorities and other public sector bodies in the UK and Northern Ireland.

A fundamental element to these events is our extensive trade exhibition which allows local government suppliers the opportunity to promote their product / service to council officers and members with a combined purchasing power in excess of £100m within each service area.

These events attract participants from a wide cross-section of senior directors, procurement managers, heads of service and elected members etc from front-line council services such as catering, cleaning, roads and highways, housing, building maintenance, sports and leisure, transport, grounds and waste.

Each service specific event has a number of different exhibition packages available which are tailored to suit the needs of our exhibitors. As well as being able to book a stand, we also provide special packages which includes accommodation needs for the duration of the seminar.

New exhibitors to APSE events should also note that all business and social functions held during the conferences are open to both delegates and exhibitors alike. We believe this is one of the key aspects which has contributed to the continued success of our exhibitions.

*APSE Exhibitions
are tailored to
suit the needs of
our exhibitors*

*All business and
social functions
held during our
conferences are
open to both
delegates and
exhibitors alike*

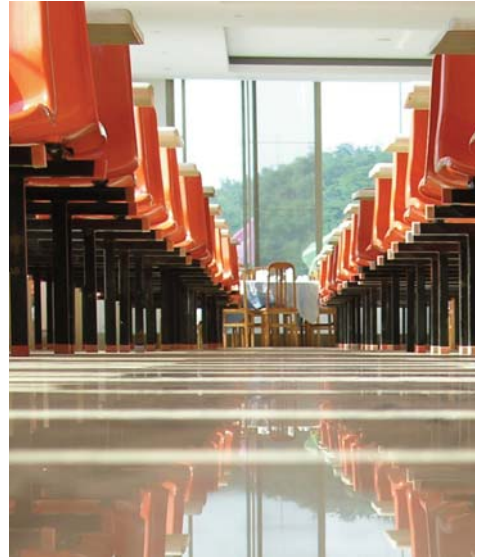
Should you be interested in attending one or more of our service specific events please complete and return the form at the end of this document or via the APSE website at www.apse.org.uk though the exhibitions page for more information.

In addition to the exhibition information we have included for your general interest further sponsorship opportunities which are available during each event. Feel free to contact me if you would like further information.

Facilities management seminar and exhibition

29/30 January 2009, Crowne Plaza Hotel, Chester

This event attracted over 130 delegates in 2008, representing 42 authorities across England, Northern Ireland, Scotland & Wales, many of whom have direct responsibility for the procurement and commissioning of catering and cleaning goods and services within their authority.



Following feedback from both delegates and exhibitors at the 2008 event, APSE has relocated this seminar to the impressive Crowne Plaza hotel in Chester. This new venue has allowed the exhibition to be located in a completely separate room from the sessions which will allow all catering & refreshments to be served exclusively within the exhibition area. This will provide all delegates with dedicated exhibition viewing and should help to enhance the networking opportunities for exhibitors during refreshment and lunch breaks. The venue will also allow for the exhibition room to open into the main function room on the Thursday evening which will mean all stands will be on display for the annual dinner.

All exhibitors should be aware that stands will be allocated on a first come first served arrangement. If your organisation would be interested in exhibiting at this popular event then please contact Louise direct on 01698 45 4107 or email Lmcmillan@apse.org.uk

General package costs

Internal stand only (3m x 2m) = £546

Internal stand (3m x 2m) plus
one nights accommodation
for two reps = £746

Scottish building and housing services seminar and exhibition

18/19 February 2009, Peebles Hydro Hotel, Peebles

APSE will be bringing the event back to the well-liked Peebles Hydro in 2009. In 2009, we will continue serving all tea/coffee & lunchtime desserts within the main exhibition area (Ballroom). Only the first two courses of the lunch will be served within the restaurant, this had a positive effect in 2008 and should once again increase the exhibition viewing by all delegates throughout the duration of the conference.



All exhibitors should be aware that stands will be allocated on a first come first served arrangement. New exhibitors to the event should note that all business and social functions held during the seminar are open equally to both delegates and exhibitors. For example, exhibitors are openly invited to participate in seminar sessions, receptions and join the Association's Annual Dinner at no extra cost.

The conference for the first time will be holding it's Building & Housing Accolades. These awards will take place on the Wednesday evening and are being kindly sponsored by BRC Special Products, GR Ross and Travis Perkins.

As well as the new accolades we will once again host our Scottish Housing & Building Apprentice of the Year Awards. These awards are once again supported by Hays Construction & Property. APSE has already received 31 notifications of interest

highlighting the importance of Apprenticeships within the Public sector.

General package costs

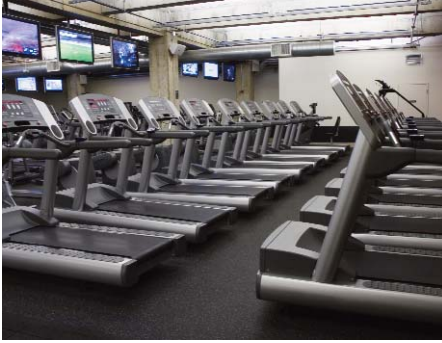
Internal stand only (3m x 2m) = £650

Internal stand (3m x 2m) plus accommodation for two for the duration of the event = £999

If your organisation would be interested in exhibiting at this popular event then please contact Louise direct on 01698 45 4107 or email Lmcmillan@apse.org.uk

Leisure services seminar and exhibition

26/27 February 2009, Park Inn Hotel, Nottingham



This exciting event will attract members from across England, Northern Ireland, Scotland & Wales, many of whom have direct responsibility for the procurement and commissioning of sports & leisure goods and services within their authority.

The fresh, innovative seminar will allow suppliers in this area to meet and network with the key council officers and members of these services over this two day conference.

The exhibition will be held in a separate room from the sessions allowing exhibitors exclusive access to those delegates participating during the refreshment breaks and lunch.

In conjunction with the Annual dinner APSE will be hosting its **Sports and leisure apprentice / trainee of the year**. Any companies interested in sponsoring these new and exciting awards should contact Louise McMillan on 01698 454 107 or email Lmcmillan@apse.org.uk



General package costs

Internal stand only (3m x 2m) = £575

Internal stand (3m x 2m) plus one nights accommodation for two reps = £785

Roads, highways and street lighting seminar and exhibition

12/13 March 2009, Marriott Gosforth Park Hotel, Newcastle

Following positive feedback from both delegates and exhibitors alike, the Roads, Highways and Street Lighting seminar & exhibition will be returning to the highly popular Marriott Gosforth Park Hotel in 2009.

To continue the success of the 2008 event, APSE will once again locate the exhibition around the outside of the conference room with all refreshments / lunches being served at the back of the hall. As well as the dedicated exhibition viewing time which takes place during these breaks, the exhibition stands will also be on show throughout the whole conference which will include the APSE annual dinner & apprentice awards. Please note that all exhibitors are invited to attend this evening function for no additional cost.



General package costs

Internal stand only (3m x 2m)	=	£575
Internal stand (3m x 2m) plus one nights accommodation for two reps	=	£785
External stand only (10m x 3m)	=	£520
External stand (10m x 3m) plus one nights accommodation for two reps	=	£730
One internal stand plus one external stand only	=	£940
One internal stand plus one external stand with accommodation for one night for two reps	=	£1045

As touched on above, APSE will once again be hosting the Highways & Street Lighting apprentice of the year awards. These awards have been kindly sponsored by **MEWS** in 2009 and we look forward to celebrating council apprenticeship schemes with you all on the night.

Scottish fleet, waste and ground services seminar and exhibition

5 - 8 May 2009, Hilton Coylumbridge Hotel, Aviemore

Following valued feedback from both delegates and exhibitors alike, the fleet, waste & ground services seminar & exhibition will be returning to the highly popular Hilton Coylumbridge in 2009.

APSE will continue with the same format as the 2008 event. This includes a maximum number of 75 external exhibition stands available at the conference (maximum 2 vehicles per stand and 3 stands per company), no exhibitions in the rear car park, on site guest parking and all delegates located within the Hilton Coylumbridge.



As with all APSE events, there will be dedicated exhibition viewing time which will take place during all refreshment and lunch breaks. In addition there is an open invitation to all delegates and exhibitors to attend the evening functions throughout the week including the "big Wednesday night function" and the Association's annual dinner at no extra cost.

New exhibitors should note that this event was sold out in 2008 with both internal & external exhibition areas fully booked the week before the conference started.

This event continues to be one of the highlights in Scottish Councils & suppliers calendars.

Any companies interested in attending this highly successful event should complete and return the attached booking form or contact Louise direct on 01698 45 4107.

General package costs

Internal stand only (3m x 2m)	=	£1049
Internal stand (3m x 2m) plus accommodation for two for the duration of the event	=	£1549
External stand only (10m x 3m)	=	£949
External stand (10m x 3m) plus accommodation for two for the duration of the event	=	£1449

APSE Annual Seminar and exhibition plus Service Awards

8 - 10 September 2009, Cardiff City Hall, Cardiff

This event attracts on average over 275 participants on an annual basis from across local authority services in the UK (750 if you include those who attend on the last day for the APSE service awards). These individuals represent a wide cross-section of Senior Directors, Procurement Managers, Heads of Service, Elected Members etc from front-line Council services such as Housing, Building Maintenance, Catering & Cleaning, Cleansing, Grounds Maintenance, Sports & Leisure, Transport and Roads.

As in previous years, all exhibitors who participate in APSE's annual national exhibition are cordially invited to attend all evening receptions and events with delegates, and take part in the Annual dinner and APSE service awards on Thursday, 10 September 2009. As attendees in previous years will confirm, this provides further opportunity for discussion in an informal environment beyond the normal confines of a daily exhibition and ensures both delegates and exhibitors are given full, equal access to all aspects of the seminar.

The seminar will attract delegates from the APSE network across Councils in England, Northern Ireland, Scotland & Wales. Around 700 participants are expected in total at the event, with many having direct line responsibility for the procurement of goods and services within their authority.

The APSE annual service awards scheme was launched thirteen years ago and is designed for local authorities to help promote and demonstrate new concepts and examples of best practice in service delivery.

The awards are held in the highest regard by local authority practitioners from across the UK, with last year's ceremony attracting over 750 guests. This year's presentation will once again take place at the Annual dinner on Thursday 10 September 2009.

A fantastic amount of positive feedback has been received in relation to the 2008 awards held at Nottingham's Ice Arena. Local Government press contained extensive coverage of

the event and this has resulted in great interest from both companies wishing to sponsor an award and Councils wishing to enter a submission.

General package costs

Package 1 = £1,150
3m x 2m shell unit or freestanding space - price on app

Package 2 = £1,650
Sponsorship of service award category

Package 3 = £2,625
3m x 2m shell unit + sponsorship of service award category

Environmental services seminar and exhibition

15/16 October 2009, Best Western Moat House Hotel, Stoke



APSE will once again be bringing the Environmental services seminar to Stoke on Trent. This seminar continues to be an important date in the APSE membership calendars. The event provides a great opportunity for companies to meet and network with local authorities from across the UK within the areas of Environmental services.

Last year's event witnessed over 130 attendees at the conference with the annual dinner once again celebrating the importance of local authority apprenticeships.

As touched on above the event will also host the **APSE Horticulture and also the Transport/ Vehicle Maintenance Apprentice/Trainee of the Year Awards**. Last year these awards were kindly sponsored by **CABE & Zoeller Waste Systems** with over 20 submissions being received from participating councils.



General package costs

Internal stand only (3m x 2m)	=	£675
Internal stand (3m x 2m) plus one nights accommodation for two reps	=	£785
External stand only (10m x 3m)	=	£630
External stand (10m x 3m) plus one nights accommodation for two reps	=	£730
One internal stand plus one external stand only	=	£930
One internal stand plus one external stand with accommodation for one night for two reps	=	£1045

This event provides suppliers with the opportunity to showcase their products over this two day conference. With the event allowing for both internal & external exhibition stands to be displayed.

If your organisation would be interested in sponsoring these popular awards please contact Louise McMillan on 01698 454 107 or email Lmcmillan@apse.org.uk

Scottish healthy communities seminar and exhibition

5/6 November 2009, Hilton Dunkeld Hotel, Dunkeld



This event attracted over 80% of Scottish Councils in 2008, many of whom have direct responsibility for the procurement and commissioning of catering and cleaning / sports and leisure goods and services within their authority. In addition, representatives from a range of health boards and other public sector bodies also participated. The purpose of this seminar is to bring together delegates from across these interrelated council and public service areas into one single forum to maximise the benefits for both delegates and exhibitors alike.

The event is once again returning to the picturesque Hilton Dunkeld House Hotel following the success of the 2008 conference. All suppliers should note that due to the popularity of the seminar and its informal nature, the number of available stand allocations has been limited to 12.



APSE will also be hosting its Healthy Accolades awards following the annual dinner after the successful introduction in 2008. These awards provide an excellent opportunity for companies to promote their profile while sponsoring awards which highlight the innovative initiatives councils are working on.

General package costs

Internal stand only (3m x 2m) = £549

Internal stand (3m x 2m) plus one nights accommodation for two reps = £749

Should your organisation be interested in participating in this well attended conference or sponsoring one of the accolades then please contact Louise on 01698 45 4107 or email Lmcmillan@apse.org.uk

Construction, housing and building services seminar and exhibition

5/6 November 2009, Venue to be confirmed in the North West

APSE will once again be holding its annual national Construction, housing and building services seminar in 2009.

This event attracts delegates from across these service areas, UK wide. Exhibitors have the opportunity to meet and network with new/ existing customers over the course of this conference.



As well as the popular seminar and exhibition, the annual dinner will also be host to the well established Apprentice / Trainee of the Year awards.

This particular area has proved extremely successful with applicants and the awards are now split into four categories, highlighting separate awards for male and female



applicants in building skills and also mechanical and electrical sectors. All four categories are available for sponsorship with previous supporters including **UCATT, HAYS Construction, JARK Recruitment and Construction Youth Trust.**

General package costs

Internal stand only (3m x 2m) = £545

Internal stand (3m x 2m) plus one nights accommodation for two reps = £745

If your organisation would be interested in exhibiting or sponsoring an award at this conference then please contact Louise McMillan on 01698 454 107 or email Lmcmillan@apse.org.uk

APSE Performance networks annual seminar and performer awards

December 2009, Hilton Hotel, Blackpool



This event attracts on average over 400 participants on an annual basis from across local authority services in the UK, covering service areas including Housing, Building Maintenance, Catering, Building Cleaning, Cleansing, Grounds Maintenance, Sports & Leisure, Transport and Roads.

As in previous years, the main exhibition package available at this event includes an exhibition stand within your specified workshop as well as sponsorship of one of the

awards categories at the Performance Networks awards which take place following the annual dinner on the Thursday evening.

Each of the awards on the night focus on a Best Performer & Most Improved Performer from within the specific service area. This package provides companies with the perfect opportunity to promote their organisation to a sold out audience as well as supporting these well established and popular awards.

If your organisation would be interested in sponsoring these popular awards then please contact

Louise McMillan on 01698 454 107 or email Lmcmillan@apse.org.uk



General package costs

Package 1 = £1,500

3m x 2m shell freestanding space within workshop plus award sponsorship of specific service area

Sponsorship options

Delegate bags

@ £1100 + VAT

Every delegate, exhibitor, speaker and guest receives a high quality delegate bag upon registration. The bags are extremely attractive and functional with shoulder straps and are carried by delegates throughout the seminar and beyond, being both practical and durable. All bags will carry the sponsor's logo and include an agreed amount of marketing materials.

Seminar folders

@£1000 + VAT

A quality A4 sized folder (including notepad and pen) is issued to all participants upon arrival. These folders are used heavily throughout the event and are practical for almost any future meeting. The sponsor's logo can be clearly identified on the front cover, with plenty of space for contact details to be enclosed within.

Seminar gift

@ £1500 + VAT

Each delegate will receive upon arrival a gift to mark the event. These gifts are often used in daily life, such as a clock, a paperweight, a business card holder etc. and can be sponsored by you. The sponsorship includes a clear display of your company name and logo on the item, with reference to your contribution being made during the opening remarks and within the overall seminar programme. The type and nature of the gift will be fully agreed with the sponsor prior to distribution.

Annual dinner

@ £1500 + VAT

Every delegate, speaker and exhibitor is invited to attend the Annual Dinner on the Thursday evening. Sponsors will have their name and logo printed on all table menus and table plans, and fully referenced within the seminar programme. Sponsors will also be entitled to a seat on the top table where they will be thanked during the opening speeches by the seminar chairperson. A dining table for the sponsor to invite delegates will also be provided.

Pre-dinner drinks reception

@ £1000 + VAT

This is an excellent opportunity to sponsor a reception during the course of the event. The reception will be held prior to the Annual Dinner on the Thursday evening. Sponsors will have their name and logo printed on all invitations and are welcome to display a company banner within the area. The reception will be fully publicised within the seminar programme and promoted throughout the day. A selection of bottled beers and spirits will be provided at the reception and is included as part of the sponsorship.

APSE briefing subscription

@ £700 + VAT

This provides exhibitors with an excellent way to keep up to date on the issues which are of importance to their customers. Exhibitors will receive a year's subscription to all APSE Briefings providing invaluable information and developments across local government services.

Direct News

@ £500 + VAT

One half page advert in APSE's newsletter Direct News. Direct News is published 6 times a year and distributed to over 12,000 local authority contacts (other sizes / rates available).

Booking details and event opportunities

Complete this form and return it to APSE for full details of the individual events including costs, benefits, additional opportunities and more.

This form is available for completion online at www.apse.org.uk within the [exhibitions and sponsorship](#) page

Contact name: _____ Position: _____

Company name: _____

Email address: _____ Phone: _____

Company address: _____

Tick the box for the required event.

- Facilities management seminar and exhibition
- Scottish building and housing services seminar and exhibition
- Leisure services seminar and exhibition
- Roads, highways and street lighting seminar and exhibition
- Scottish fleet, waste and ground services seminar and exhibition
- APSE Annual Seminar and exhibition
- Environmental services seminar and exhibition
- Scottish healthy communities seminar and exhibition
- Construction, housing and building maintenance seminar and exhibition
- Performance networks seminar and awards evening

**Please return this completed form to the address overleaf or via fax.
Alternatively you can email Louise McMillan, Exhibitions and
Sponsorship Manager at Lmcmillan@apse.org.uk**



LOCAL SERVICES
LOCAL SOLUTIONS

Association for Public Service Excellence
Floor 11, Council Offices, Almada Street, Hamilton, ML3 0AL
Tel: 01698 454 015 **Fax:** 01698 454 183
Email: Lmcmillan@apse.org.uk **Web:** www.apse.org.uk