

# EXHIBITOR PROSPECTUS

## SPE / APPEA International Conference on Health, Safety and Environment

IN OIL & GAS EXPLORATION AND PRODUCTION

### Protecting People and the Environment - Evolving Challenges

11-13 SEPTEMBER 2012

Perth Convention and Exhibition Centre

Perth, Australia

CO-ORGANISERS

HOST ORGANISATION



# SPE/APPEA International Conference on Health, Safety & Environment in Oil and Gas Exploration and Production



## Conference History

In 1991, SPE organised the first International Conference on Health, Safety & Environment (HSE) in Oil and Gas Exploration and Production. Since 1994, the event has been held biennially.

The conference has established an international reputation for excellence, attracting key figures from within the industry and beyond to discuss topics as diverse as "HSE Principles, Profitability and Ethics", "Global Climate Change," "Client and Contractor Relationships," "Driving Road Safety," and "HIV/AIDS Public-Private Partnership." The conference is a mixture of panel, poster and technical sessions, providing ample opportunity to hear from and pose questions to industry experts.



## Why Exhibit?

The HSE conference provides a gateway to more than 1,200 health, safety, and environment sector. The conference attracts a wide cross-section of senior delegates from around the globe, including chairmen, CEOs, presidents, vice presidents, and managers. Making this important decision allows your company to:

- Introduce new products and services
- Showcase your company's advanced technologies, services and expertise
- Meet face-to-face with existing and new business prospects
- Establish and reinforce your marketing message and relationships with key buyers

## Exhibiting at the Conference has Huge Benefits:

- Introduce new products and services
- Showcase your company's advanced technologies, services and expertise
- Personally interact with potential clients and current customers
- Establish and reinforce your marketing message and relationships with key buyers

**87%**

of Attendees said that they "probably" or "definitely" will recommend this conference to others

**83%**

of Attendees rate the exhibition from "good" to "excellent"

**76%**

of Exhibitors said that they "probably" or "definitely" will participate in the 2012 HSE Conference

**100%**

of Exhibitors rated the value of their company's participation from "good" to "excellent"

Results from the 2010 HSE conference attendee and exhibitor surveys

## Previous Exhibitors

ADNOC  
Al Mansoori Specialized Engineering  
Amerada Hess Corporation  
Baker Hughes  
Battelle  
EDN  
ESS

ExxonMobil  
Halliburton  
IAGC  
Integrated Environmental Solutions Co.  
IPIECA  
M-I SWACO

Moduspec  
OGP  
Omniware  
OPITO  
PETRONAS  
Petrotechnics

# EXHIBITION FLOOR PLAN AND RATES

## Pavilion 1, Perth Convention and Exhibition Centre, Perth, Australia

### Exhibition Rate

**AUD 700.00 per square metre**

\*minimum space 9 m<sup>2</sup>

### Stand Space Rental Includes

- 2.4m high rear and dividing wall partitions
- Overhead fascia panel with company name
- One (1) 4 amp power socket per 9 m<sup>2</sup> stand
- Two (2) 150-watt spotlights per 9 m<sup>2</sup> stand
- Two (2) complimentary Exhibitor Registration per 9m<sup>2</sup> exhibit space
- Exhibitor Guest Passes (50 per 9m<sup>2</sup> exhibit space purchased)
- Company and Product Listing in Conference Programme

### Exhibit Hours

0900-1800 hours – Tuesday, 11 September 2012

0900-1730 hours – Wednesday, 12 September 2012

0900-1600 hours – Thursday, 13 September 2012

### Move-In

1200-1800 hours – Sunday, 9 September 2012

0700-1700 hours – Monday, 10 September 2012

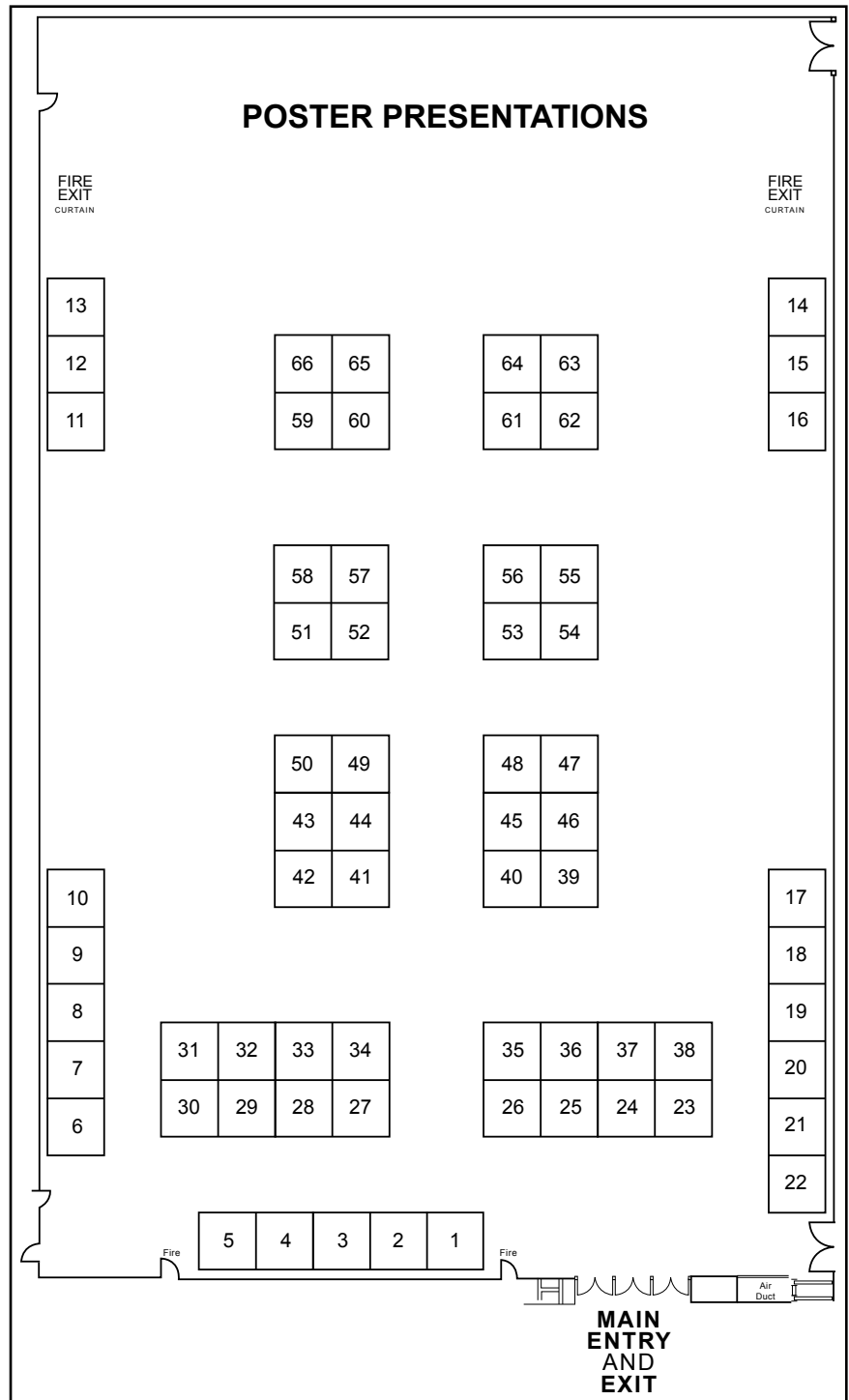
### Move-Out

1630-2000 hours – Thursday, 13 September 2012

### How to Exhibit?

Once your organisation has decided to become part of this prestigious event, please follow the steps below:

1. Review all Exhibit Information
2. Select your three (3) preferred stands
3. Complete and return the Exhibit Space Reservation Contract



Pride ASA  
 Safe Drive International – DTI  
 Saudi Aramco  
 Schlumberger  
 Siemens VDO Training  
 Sintef

Shell Global Solutions  
 SMI Equipment  
 SPT  
 Statoil  
 Syntex Management System  
 Terralog Technologies Inc.

The World Bank  
 TOTAL  
 Tracerco  
 URS Corporations  
 Walsh Environmental

**EXHIBIT SPACE RESERVATION CONTRACT**  
**2012 SPE/APPEA International Conference on Health, Safety & Environment**  
**in Oil and Gas Exploration and Production**  
**11-13 September 2012 - Perth Convention and Exhibition Centre**  
**Perth, Australia**

Please return this form to:

Society of Petroleum Engineers  
**SPE Asia Pacific (Kuala Lumpur) Office**  
 Suite 23-02, Level 23, Centrepoint South, Mid Valley City  
 Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia  
 Telephone: 60.3.2288.1233 Facsimile: 60.3.2282.1220  
 E-mail: [spekl@spe.org](mailto:spekl@spe.org) Website: [www.spe.org](http://www.spe.org)

DATE: \_\_\_\_\_

**THIS AGREEMENT**, Between the SOCIETY OF PETROLEUM ENGINEERS (SPE), and \_\_\_\_\_, herein called the Exhibitor, is for exhibit space at the **SPE/APPEA International Conference on Health, Safety & Environment in Oil and Gas Exploration and Production** to be held **11-13 September 2012** at the Perth Convention and Exhibition Centre, Perth, Australia.

**WITNESSETH:** That SPE in consideration of the mutual covenants herein set forth, and the faithful performance thereby of the Exhibitor, hereby grants the Exhibitor the right to use the following space:

My exhibit space requirements are: (minimum space 3x3 metres)

Stand package @ AU\$700 per square metre  
 Dimensions: Depth \_\_\_\_\_ x Frontage \_\_\_\_\_ = \_\_\_\_\_ Total Square Metres

1 <sup>st</sup> Preference Stand # _____
2 <sup>nd</sup> Preference Stand # _____
3 <sup>rd</sup> Preference Stand # _____

**PROVISIONS:** SPE shall be responsible for loss, injury or damages sustained by Exhibitor or Exhibitor's Personnel (i.e., Exhibitor's agents, servants, subcontractors, invitees, guests or employees) only to the extent such loss, injury, or damages are solely caused by the negligence or willful misconduct by SPE or its agents or employees, and not otherwise. UNDER NO CIRCUMSTANCES SHALL SPE BE RESPONSIBLE FOR CONSEQUENTIAL DAMAGES OF ANY NATURE WHATSOEVER.

The Exhibitor hereby agrees to defend, indemnify, and hold harmless SPE and its agents and employees, with respect to any claims, suits, damages, liabilities, losses, expenses, and costs (including reasonable attorney's fees), which SPE and its agents or employees may suffer or be subject to, and which are in any way connected with the Agreement or the presence by the Exhibitor or Exhibitor's Personnel at the Exhibition; provided, however, that the Exhibitor's duty to indemnify and hold harmless shall not extend to such claims, suits, damages, liabilities, losses, expenses, and costs (inclusion any of the foregoing resulting from SPE's own negligence), including reasonable attorney's fees, as are solely caused by the negligence or willful misconduct of SPE or its agents or employees.

The Exhibitor hereby acknowledges receipt of the official SPE Exhibit Regulations attached hereto and made a part hereof and agrees to abide by all conditions contained in the Regulations and any amendments to the Regulations. The Exhibitor further agrees that Exhibitor's contractual arrangements with or obligations to the third parties in regard to the exhibit space shall be expressly subordinated to SPE's Regulations and the rights of SPE to control the exhibit space and to control entry into the Exhibition.

In addition to its other rights concerning control and regulation of the Exhibition premises, SPE reserves the right to locate (or relocate) an exhibit or modify the floor plan. At the termination of the Exhibition, the Exhibitor shall at once surrender the exhibit space to SPE in as good repair and condition as at the commencement of the Exhibitor's use of the exhibit space, reasonable wear and tear excepted.

**CANCELLATION POLICY:** SPE will refund payments if notification is received in writing by the following schedule:

On or before **2 May 2012 - 75%** No refunds will be made on space cancelled after **2 May 2012**

Please list your organisation's name in the blank below exactly as you desire it to be listed in the official programme to be distributed at the meeting.

Company Name:

If your stand is composed of corporate divisions, and you wish the divisions (not product lines) listed in the official programme, please list the name of the parent corporation in the blank above and identify the divisions:

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

(street) (city) (state/country) (zip/postal code)

Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

(area code) (extension) (area code) (extension)

E-mail: \_\_\_\_\_

following information will be taken into consideration when allocating space.

List exhibitors you wish to be near: \_\_\_\_\_

List exhibitors you do not wish to be near: \_\_\_\_\_

Describe products and/or services your company provides the oil and gas industry and what you plan to exhibit:

\_\_\_\_\_

# SPE Exhibit Regulations

## 2012 SPE/APPEA International Conference on Health, Safety & Environment in Oil and Gas Exploration and Production

11-13 September 2012 - Perth, Australia

### I CHARACTER OF EXHIBIT

The SPE International Conference on Health, Safety & Environment in Oil and Gas Exploration and Production is undertaken primarily for the technical education of participants. To provide the best possible atmosphere to discuss the technical application of the equipment and services displayed, each exhibitor agrees as follows:

1. To exhibit only products of his own manufacture comprising materials, equipment, apparatus, systems, services, and other component products applicable to advancing the engineering and scientific knowledge and development/refining of energy and environmental resources.
2. To exhibit such products or services in a tasteful manner so as to describe and depict the advantages of using such products or services. In deference to fellow exhibitors and to the professional people who constitute the exhibit audience, exhibitors are specifically prohibited from employing any carnival-type attraction, animal or human, or from operating such noise-creating devices as bells, horns, or megaphones. Costumed personnel must be appropriately clad and must remain within the exhibitors stand space except when necessarily arriving and leaving the booth or exhibit area.  
NOTE: BALLOONS AND STICKERS ARE PROHIBITED IN THE EXHIBITION AREAS. (HANDOUTS WITH GUMMED BACKING THAT ADHERE OR CAUSE ADHESION ARE CONSIDERED STICKERS.)

3. If an exhibitor fails to exhibit in his booth during the above-mentioned exhibition, his contract will be considered null and void. The stand space can be re-allotted, and the exhibitor forfeits any claim to monies paid.

Exhibit space must be manned by a representative during all times when the Exhibition is officially open. Exhibit space must be maintained in a neat and orderly manner throughout the Exhibition, and no dismantling may begin before the official closing time (when the exhibition is officially open).

SPE reserves the right to prohibit any exhibit or part thereof that in their opinion violates this agreement or that is in other ways not suitable to and in keeping with the technical educational character and spirit of the Exhibition.

### II EXHIBIT SPACE COSTS AND PAYMENT

- Stand package @ AU\$700.00 per square metre
- For standard contract, a deposit in the amount of fifty percent of the total cost of exhibit space reserved must accompany the exhibit space reservation contract or upon receipt of choice. The remaining fifty percent is due on or before 2 May 2012.

SPE reserves the right to cancel any booth space(s) for which an invoice remains unpaid 30 days after invoicing. **No exhibitor will be allowed to begin move-in operations until full payment and a duly executed space reservation contract have been received.**

### III CANCELLATION POLICY

<u>Date of Cancellation</u>	<u>% of Total Exhibit Space Fee Incurred as Service Charge</u>
On or before 2 May 2012	25%
After 2 May 2012	100%

All charges will be imposed uniformly and will apply whether or not space is resold.

### IV SUBLETTING SPACE

**No exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted to him, nor exhibit therein, nor permit any other person or party to exhibit therein, any other goods, apparatus, etc., not manufactured or distributed by the exhibitor in the regular course of his business except upon prior written consent of SPE.**

### V EXHIBITOR SERVICES

To ensure the continuation of a smooth installation, dismantling, and operation during the Exhibition, Official Contractors will be appointed. Exhibitors are urged to obtain required labour and services from SPE Official Contractors.

For a complete list of official contractors and available services, refer to the Exhibitor Services Manual.

### VI STAND-FITTING CONTRACTOR

The official Stand Contractor is:

Perth ExpoHire  
Attn: Maureen McKay  
Senior Accounts Manager  
27 Belmont Avenue  
Belmont, Western Australia 6104  
Ph : 61.8.9475.2022  
Fax : 61.8.9478.3165

Perth ExpoHire is erecting the shell scheme stands. Any exhibitor who requires additional stand-fitting should contact the stand-fitting contractor directly.

### VII INSTALLATION/ DISMANTLING SCHEDULE

Installation of stands may begin at 1200 hours, Sunday, 9 September 2012. ALL EXHIBITS MUST BE INSTALLED BY 1700 hours, Monday, 10 September 2012. SPE reserves the right to prohibit move-in after that time and to have a display not yet erected completed by the show contractor at the exhibitor's expense.

Dismantling schedule will begin at 1630 hours and to be completed by 2000 hours, Thursday, 13 September 2012.

### VIII EXHIBITOR REGISTRATION

Exhibitors will be mailed a special package for advance registration, and accommodation information at a later date.

### IX FIRE REGULATIONS

The regulations of the Perth Convention & Exhibition Centre must be followed, and all exhibits may be subject to fire department inspection.

### X INSURANCE

Exhibitors are reminded of the need to consult their insurance companies or brokers to cover themselves fully against all risks at the event. Particular attention is drawn to the need for all risks, abandonment insurance, stand fixtures and fittings insurance, and public liability insurance.

**GENERAL CONDITIONS** The organisers shall be responsible for the control of the exhibit areas. Exhibitors are responsible for the supervision of their stands. The decision of the organisers is final and decisive on any questions not covered in the foregoing terms and conditions.

Exhibitors must comply in all respects with the requirements of every appropriate authority, with the terms of agreement by which the organisers may occupy the premises, and the policies of insurance affected by the organisers of the event.



**The Australian Petroleum Production & Exploration Association (APPEA)** is the peak national body representing Australia's upstream oil and gas industry. The association has 88 full member companies, all of which are oil and gas explorers and producers active in Australia. It also has more than 220 associate members that provide goods and services to the industry. For more information about APPEA, please visit [www.appea.com.au](http://www.appea.com.au).

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**Society of Petroleum Engineers**

**The Society of Petroleum Engineers (SPE)** is a not-for-profit professional association whose members are engaged in energy resources development and production. SPE serves more than 97,000 members in 118 countries worldwide. SPE is a key resource for technical knowledge related to the oil and gas exploration and production industry and provides services through its publications, events, training courses, and online resources. For more information about SPE, please visit [www.spe.org](http://www.spe.org).

Please direct enquiries to:

**Jenny Chong**

Senior Event Manager

**Society of Petroleum Engineers**

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