

# POSNZ

**2021: Turangi**  
**Tongariro Lodge**  
**11 – 12 June**



## POSNZ 2021

# SPONSORSHIP PROSPECTUS



Organised by the New Zealand  
Orthopaedic Association

# Welcome

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## POSNZ 2021

**Paediatric Orthopaedic Society New Zealand (POSNZ) Meeting 2021**  
**Friday June 11th, Saturday 12th Tongariro Lodge, Turangi.**

As a valued business partner, we are pleased to invite you to sponsor our 2021 meeting in Turangi. POSNZ is hosting a meeting after the 2021 combined meeting in Perth (August) with our Australian colleagues has been postponed due to COVID-19.

The meeting is designed for surgeons and registrars with an emphasis on round table clinical cases in small groups, instructional course lectures and surgical demonstrations with saw bones. We will have registrar and consultant groups so the presider can conduct the discussions at the appropriate level.

There will also be time for free papers on Saturday morning.

The meeting is at Tongariro Lodge in Turangi. This venue was chosen mainly so it is central in the North Island to maximise attendance, especially if different levels of "lock-down" affect some cities. A large number of surgeons and registrars can drive to this location.

Please find enclosed a copy of the scientific program for the Friday 11th and Saturday 12th June.

We are expecting over 50 registrants (surgeons and registrars) and see this educational event replacing the yearly APOS /POSNZ ICL meeting we usually hold in Queensland.

We invite you to join us and participate in our meeting.

Thank you in anticipation for partnering us in what promises to be a really rewarding meeting

Kind regards

*Mr Haemish Crawford FRACS*

*Mr Dawson Muir FRACS*

*Conveners POSNZ meeting 2021*

# Programme Outline

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## Friday 11<sup>TH</sup> June

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- 07:30 – 08:00      **Breakfast and Registration**  
Venue: Tongariro Lodge
- 08:45am            **Welcome and Introduction**  
*Haemish & Dawson*
- 09:00 – 09:15am    **Discussion: ICL Paediatric Tumors** | *Andy Graydon*
- 09:15 – 09:30am    **Discussion: ICL Paediatric Spine Deformity** | *Anand Segar*
- 09:30 – 10:30am    **Round Table Discussions: One table of 1 hour**  
Topics: (Case Discussions)
- DDH | *Matt Boyle*
- Tumours | *Andy Graydon*
- Trauma upper limb | *Terri Bidwell*
- Leg length inequality | *Ian Galley*
- Spine | *Rob Rowan*
- Gait analysis /*CP Nicola Wilson / Sue Stott*
- Paediatric foot | *Jason Donovan*
- SUFE | *Richard Willoughby*
- Knee – Patella femoral, ACL, trauma | *Dawson Muir*
- 10:30 – 11:00am    **Morning Tea**
- 11:00 – 12:30pm    **Round table discussions: 2 tables, 45 mins each**
- 12:30 – 1:30pm     **Lunch**
- 1:30 – 1:45pm      ICL Clubfeet | *Steph Van Dyke*
- 1:45 – 2:00pm      **ICL Leg Length inequality** | *Koen De Ridder*

2:00pm – 3:30pm **Round Table discussions:** 2 tables, 45 mins each

3:30pm – 4:00pm **Afternoon Tea**

4:00pm – 5:00pm **Industry workshops demonstrations** by Surgeons | 15 mins each station

Pedicle screw insertion | [Anand Segar](#)

Lateral column lengthening | [Dawson Muir](#)

Precise lengthening nail | [Ian Galley](#)

Femoral rodding / Tens nailing | [Tim Gregg](#)

VDRO / Blade plates | [Jason Donovan](#)

5:00pm – 5:30pm **POSNZ AGM** and registrar meeting

7:00pm **Conference Dinner** @ Tongariro Lodge

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## Saturday 12th June

8:00am – 9:30am **Round Table discussions:** 2 rotations, 45 mins each

9:30am – 10:30am **Free papers**

10:30am – 11:00am **Morning tea**

11:00am - 12:30pm **Round Table discussions:** 2 x rotations, 45 mins each

12:30pm **Lunch**

Saturday Afternoon | Optional Activities

Saturday Evening | Dinner at Tongariro Lodge for those staying on (not included in registration)

*\*Please prepay separately for Saturday night dinner to confirm booking.*

# Why Support this event?

## Key Benefits

- One-on-one delegate interaction, networking, and opportunities to connect with delegates in a comfortable setting.
- Development of long-lasting relationships with existing and potential clients.
- An opportunity to promote your name, to support your product and to maintain a high profile among specialists before, during and after the event.
- The opportunity to showcase your products and services, exhibiting and demonstrating hands-on solutions to your target market.
- Brand recognition, and an opportunity to launch a new product or service.
- Benefiting from exposure and aligning your company with this education experience to demonstrate your commitment to assisting professional development.

## Estimated number of attendees

Between 50 and 60 delegates –including orthopaedic surgeons, registrars.

## Conference Venue

Delta room, Tongariro Lodge, 83 Grace Road, Turangi. <https://www.tongarirolodge.co.nz/>  
35-minute drive from Taupo airport

## Exhibition Room Access

All exhibitions will be in the Delta room, function room access is from 1pm Thursday the 10<sup>th</sup> of June and pack out on Sunday 13<sup>th</sup> anytime from 9am.

## Sponsorship Opportunities

Packages are aimed at providing supporters with a worthwhile return on investment. The benefits of support will offer effective exposure not only over the period of the meeting but in the years ahead.

Support is welcomed for all aspects of the meeting and can be negotiated with individual companies as required. Please contact us if you have any ideas you wish to discuss.

## Sponsorship Packages:

### Platinum Sponsor: \$9000 + GST, includes:

- 1 x exhibition space (1 x Trestle table included)
- 2 surgical demonstration workshops
- 2 x complimentary meeting registrations, including morning teas, lunches and afternoon tea
- 2 x tickets to the Conference Dinner on Friday night at Tongariro Lodge.
- Full delegate list prior to meeting, provided by NZOA.

### Gold Sponsor: \$8000. + GST, includes:

- 1 x exhibition space (1 x Trestle table included)
- 1 x surgical demonstration workshops
- 2 x complimentary meeting registrations, including morning teas, lunches and afternoon tea
- 2 x tickets to the Conference Dinner on Friday night at Tongariro Lodge.
- Full delegate list prior to meeting, provided by NZOA.

### Silver Exhibitor Package - \$5,000 + GST, includes:

- 1 x exhibition space (1 x Trestle table included)
- 2 x complimentary meeting registrations, including morning teas, lunches and afternoon tea
- 1 x ticket to the Conference Dinner on Friday night at Tongariro Lodge.
- Full delegate list prior to meeting, provided by NZOA.

### Additional Exhibitor Delegate

If you require additional staff at the meeting, an additional exhibitor delegate registration can be purchased for **\$500.00** plus GST. This includes full meeting attendance, catering and the welcome function, please note it **does not include** a meeting dinner ticket. NB: All additional exhibitors are required to register prior to the meeting.

## Terms and Conditions

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### Contract

These terms and conditions form part of the Contract and govern the sponsorship and exhibition opportunities at the New Zealand POSNZ 2021 being held at the Tongariro Lodge, Turangi, June 11<sup>th</sup> and 12<sup>th</sup>, 2021.

### Criteria

Companies must:

- a) Have a connection to the Medical Industry
- b) Have a quality product and/or service suitable for purchase and/or use by person or organisations attending the conference

- c) Upon exhibitor registration exhibitors must adhere to the payment policy with regards to their stand
- d) Companies who do not meet the exhibiting criteria and who still wish to exhibit at the POSNZ 2021 meeting can make a written application to NZOA stating their reasons for exhibiting. In certain circumstances exceptions to the exhibiting criteria can be made but is not guaranteed and is entirely at the discretion of the organisers
- e) Forward a signed copy (by an authorised company signatory) of these terms and conditions

## Medical Technology Association of New Zealand (MTANZ)

All exhibiting and supporting companies must agree that they will abide by the MTANZ Code of Practice. To view a copy of the Code of Practice, please go to [www.mtanz.org.nz](http://www.mtanz.org.nz)

### Duration of Event

**Event Exhibition open times are:**

Date	Timing	Location
Friday 11th June	7am	Delta Room

**Pack-in and pack-out times:**

Action	Date	Times
Exhibitor Room Access & pack in	Thursday 10th June	1pm
Exhibitor pack out	Sunday 13 <sup>th</sup> June	9am onwards

### Set Up and Completion of Exhibition Stand

The exhibition space is in the delta room and you will have access from 1pm on Thursday the 10<sup>th</sup> of June from 1pm. If you need any help in setting up or have any queries, please contact Nikki Wright from NZOA: 027 280 1131 – [Nikki@nzoa.org.nz](mailto:Nikki@nzoa.org.nz).

### Dismantling/Removal of Exhibits

The exhibitor undertakes not to remove exhibits from display, either partially or totally prior to 1:30pm Saturday the 12<sup>th</sup> of June. Prior removal will only be allowed when advance application has been agreed in writing.

### Unoccupied Exhibition Stand

Where a stand is unoccupied by 8am, Friday the 11<sup>th</sup> of June 2021, the Organisers reserve the right to reallocate or otherwise deal with the stand as they so decide, without reimbursing the exhibitor.

### Floor Plan and Stand Allocation

On receipt of the invoice acknowledging your sponsorship or exhibitor application, an amount equal to 50% of the sponsorship or exhibitor rate is due within 7 working days.

The deposit is **non-refundable**.

A floor plan will be available upon receipt of the deposit payment or full payment. Once this payment is received you will be asked to indicate your site preference.

Your site preference will be allocated in order of sponsorship category and then on a first-come, first-served basis after receiving the deposit or full payment.

The Organising Committee reserves the right to modify the floor plan layout and re-allocate the sites selected if the sale of space requires.

## **Use of the Stand**

The exhibitor may conduct business only from the allocated stand and not from aisles or common parts of the event. Any noise generated must not cause a nuisance to neighbouring stands or visitors. The Organisers' judgement will be final in this regard. Exhibits within the stand must not be positioned to obstruct aisles (or ignore fire regulations).

## **Stand Construction**

All construction and exhibits must be confined to the stand and must not overlap aisles or common space. Any structure erected on the stand must at all times comply with the prevailing regulations imposed by statutory authorities and the venue management. The exhibitor shall not paint, mark or damage any fixtures or fabric of the event premises or any stand fittings. The exhibitor shall be responsible for the costs of making good any breach of this clause. The design of all structures erected is subject to the approval of the Organisers. Any design considered not to be in the best interests of the event may be rejected. Any structure erected without the approval of the Organisers or contrary to this contract, may be altered or removed by the Organisers at the exhibitor's expense.

## **Banners and Signage**

Exhibitors are not to hang banners, signage or other materials from the ceiling or on the walls within the venue building or from any structure outside the venue building without permission from the Organisers. This includes any projection from the exhibitor's stand to areas outside their allocated stand. Exhibitors must confine promotional material to within their allocated stand.

## **Right of Rejection**

The Organisers reserve the right to prohibit, in whole or in part any exhibit which they deem to be inappropriate. The exhibitor agrees not to display or disseminate any material that in the opinion of the Organisers is unsuitable. The Organisers reserve the right to refuse any person admission to the event without assigning any reason.

## **Copyrights and Patents**

The Organisers will not be liable for any damages the exhibitors may sustain in respect of the infringement of any of their copyright nor for any damages the exhibitor may cause in respect of infringement of third-party copyrights arising out of their participation in the event.

## **Exhibitors Liabilities**

The exhibitor hereby accepts liability for all acts or omissions of him/herself, their servants, contractors, agents or visitors and undertakes to indemnify the Organisers, to keep them indemnified in all liability in respect thereof and against all action suits, proceedings, claims, demands, costs and expenses whatsoever which may be taken or made against the Organisers, or become payable by



them, arising there from or in respect thereof, including any claims arising out of the supply by the exhibitor of samples of any kind whatsoever, whether such samples be sold or given away free, and including any legal costs and expenses and any compensation costs and disbursement paid by the Organisers on the advice of the Counsel to compromise or settle any such claims. Notwithstanding the indemnity hereby given, the Exhibitor undertakes to arrange appropriate liability insurance. The Organisers make no representation on behalf of any supplier or event organiser and any dealings undertaken in this regard will be solely at the exhibitor's risk.

## **Insurance**

The Organisers shall not be responsible for any loss or damage to any exhibit or property of any exhibitor or any other person by theft or fire or any other cause whatsoever, nor for any loss or damage whatsoever sustained by the exhibitor by reason of any defect in the building or circumstances beyond the control of the organisers not related to the building, caused by fire, storm tempest, lightning, national emergency, act of god, flood, war, terrorism, labour disputes, strikes or lock outs, civil disturbances, explosion, inevitable accident, force majeure, nor any other causes not within the control of the organisers, nor for any loss or damage occasioned, if by reason of happening of any such event, the opening event if prevented, or postponed or delayed or abandoned, or the building becomes wholly or partially unavailable for the holding of the event. The exhibitor agrees and undertakes to insure in their full replacement value the contents or their stand and all associated items.

## **Postponement or Abandonment**

In no event shall the exhibitor have any claim for damages of any kind against the Organisers in respect of any loss or damage consequential upon the prevention, postponement or abandonment of the event, by reason of the happening of any of the events referred to in the previous clause, or of the event building becoming wholly or partially unavailable for the holding of the event for reasons beyond the Organisers control. The Organisers shall be entitled to retain such part of all sums paid by the exhibitors, as the Organisers consider necessary. If in the opinion of the Organisers, by rearrangement or postponement of the period of the event, or by substitution of another hall or building or by other reasonable manner, the event can be carried through, when the contract shall be binding upon the parties except as to size and position of stands, as to which any modifications, substitutions or re-arrangement they consider necessary shall be determined by the Organisers. Where the event building becomes wholly or partially unavailable for the holding of the event, through reasons beyond the Organisers control, the Organisers shall be entitled on giving notice in writing to determine this contract and may, in their absolute discretion, refund in whole or in part any payment the Exhibitor is liable to make under this contract.

## **Security**

Venue security services will be provided at the event. However, all participants are advised that valuables should not be left unattended or unsecured at any time. The Organisers accept no responsibility for any loss or damage suffered by participants or visitors.

## **Safety of Exhibits**

The exhibitor shall not bring or cause to be brought into the event any dangerous goods, except with the proper written approval of the Organisers. The exhibitor shall at all times comply with all statutory requirements as to safety, including without limiting the generality of the foregoing the storage and handling of dangerous goods. All exhibits must be properly protected to avoid danger

to any person. The Organisers shall be indemnified by the exhibitor against any claim or action caused or occasioned by an exhibit to any persons whatsoever.

### **Fire Risks and Access**

Exhibitors will adhere to all fire and safety regulations which affect the event. Aisles and fire exits must be kept clear of exhibits.

### **Storage**

The Organisers shall not be liable for the storage of the exhibitors packaging and other material. The Exhibitor shall be responsible for the removal from the event premises and storage of all crates and packaging not required on their stand.

### **Exhibitor Name Badges and Materials**

Name badges that are issued to exhibitors are non-transferable and must be worn for the duration of the POSNZ 2021 meeting. The exhibitor, their staff and contractors will not be admitted to the event building without such name badges being displayed.

### **Conduct of Exhibitors**

The exhibitor always undertakes that during the open hours of the event they shall keep the stand open to view and adequately staffed; conduct business only from their stand, keep aisles adjacent to their stand free from obstruction; and shall not, in the Organisers opinion, cause nuisance or annoyance to other persons. The Exhibitor further undertakes not to conduct or allow to be conducted any unauthorised auction, sale, lottery, raffle, competition, game of chance or sideshow.

### **Services**

The Organisers shall not incur any liability for any loss or damage if the supply of any services shall fail or cease to be available. Nor shall the exhibitor be entitled to any allowance in respect of payments due under this Contract.

### **Failure to Perform**

In the event of the exhibitor being unable or unwilling to comply with or otherwise breaching this Contract, the Organisers may terminate the Contract by giving notice in writing. Thereafter, the Organisers may retain any payment made by the exhibitor under this Contract as liquidated damages and the Exhibitor shall be prohibited from occupying the stand and shall immediately remove their exhibits from the event, in accordance with the Organisers instructions, provided that the Organisers may remove such exhibits and despatch them to the Exhibitors address as stated on this contract, the Organisers shall be under no liability for the losses or damage of such exhibits in transit and the costs of such removal and despatch shall become a debt due by the Exhibitor to the Organisers. All exhibits are subject to a general lien in favour of the Organisers for all sums due from the Exhibitor to the Organisers under this Contract.

### **Organisers' Right of Determination**

The Organisers shall have absolute discretion on giving notice in writing to determine this Contract. Where the Contract is so determined, the Organisers shall not be liable whatsoever for any expenditure or liability for loss, including consequential loss, incurred by the exhibitor.

### **Payment Terms**

- The exhibitor agrees to pay a deposit of 50% of the total invoice within 7 working days. The balance will be due by 4 June 2021.
- Failure to make payment or non-completion of the payment and conditions form will result in cancellation of the exhibition space.
- The deposit is non-refundable.
- If full payment is not made by 4 June 2021, then the exhibition space will be released for re-sale.
- Payment can be made by Direct Credit to: BNZ 02-0719-0131220-000  
*Please quote name and invoice number.*
- Payment by credit card <https://nzoa.org.nz/pay-your-invoice-here> (Visa or Mastercard only)  
*Please note, credit card payments incur a banking fee of 3.45% This will be automatically added to your credit card payment fee*

## Cancellation

In exceptional circumstances the Organisers may be prepared to cancel their Contract with the Sponsor or Exhibitor. Any request for cancellation must be submitted to the Organisers in writing. If the Organisers agree to the cancellation, the exhibitor undertakes to make payment as follows:

- a) Cancellation prior to 4 June 2021 will result in a cancellation fee of 50% of total package cost.
- b) Cancellation after this date will result in 100% of all package costs being payable.
- c) Unpaid accounts will incur late payment fees and collection costs.

## Prohibition of Transfer

This Contract creates a license to exhibit at the event and not a tenancy. Exhibitors may not assign, share, sub-let or grant licenses in respect of the whole or any part of the stand except where written approval has first been obtained from the Organisers.

## Terms and Conditions

Any notice to be given by the Organiser to the exhibitor shall be deemed to be given if delivered to or sent by post, or emailed to the address of the exhibitor appearing on the Contract or if posted on the stand during the period 11 and 12 March 2021. The Organisers may at any time in the interests of the good management or safety of the event, introduce such further Terms and Conditions to this Contract as they may, in their discretion think fit. If any part of this Contract is found to be invalid or of no force or effect under the law, having such jurisdiction, the Contract shall be construed as though such part had not been inserted herein and the remainder of this Contract shall remain in full force and effect. The description headings to these Terms and Conditions are merely for reference and do not form part of the Contract between the parties. The laws of New Zealand govern this Contract.

## Use of Data at the POSNZ 2021 Meeting

To enable the organisers to function in the best interests of both delegates, supporters, and exhibitors, you agree that the information you provide to us (such as name, position, company, email and contact details) may be distributed to third parties attending this event.

## Disclaimer

Neither the Organising Committee of the POSNZ 2021 Meeting and its constituent members acting as organisers (known collectively as "the Organisers"), can accept any liability for death, injury, any losses, cost or expense suffered by any person (including accompanying persons or partners or attendant caregivers), if such loss is caused or results from the act, default or omission of any person

other than an employee or agent of the Organisers. In particular, the Organisers cannot accept any liability for losses arising from the provision or non-provision of services provided by hotel companies or transport operators. Nor can the Organisers accept liability for losses suffered by reason of war including threat of war, riots and civil strife, terrorist activity, natural disasters, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates and/or partners in connection with the Convention, nor losses suffered by reason of industrial disputes, government action, registrations or technical problems which may affect the services provided in connection with the Convention. The Organisers is able to give any warranty that any published speaker or performer will appear as a speaker, panelist or performer. The Organisers reserve the right to alter or amend the programme and its contents as they see fit and as circumstances dictate without further recourse to any registered delegate or attendee.

# SPONSORSHIP APPLICATION FORM

Please complete this application and sign the payment conditions on page 12 to confirm your package.

Email or post completed form to:

POSNZ 2021 MEETING

PO Box 5545

Lambton Quay

Wellington 6145

New Zealand

**E-mail:** [nikki@nzoa.org.nz](mailto:nikki@nzoa.org.nz) **Phone:** +64 4 913 9899

**Select Package:** (cost excludes GST)

Your selection (please tick)	Package	Cost (+ gst)	Total
	Platinum Exhibitor	\$9,000	
	Gold Exhibitor	\$8,000	
	Silver Exhibitor	\$5,000	
	Additional Exhibitor Delegate	\$500	
<b>TOTAL COST (excl gst)</b>			

**Company Name:** \_\_\_\_\_

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

\_\_\_\_\_

**Contact Name\*:** \_\_\_\_\_

**Mobile phone\*:** \_\_\_\_\_

**Email for primary contact\*:** \_\_\_\_\_

**Email address to send invoice to:** \_\_\_\_\_

\*Please provide the name and contact details of your authorised company representative for all dealings with NZOA for the duration of the POSNZ 2021 Meeting.

Contact Louise Gibson, NZOA Finance & Administration Manager if you have any queries.

Email: [louise@nzoa.org.nz](mailto:louise@nzoa.org.nz) | DDI: +64 4 913-9894

## Payment and Conditions

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**Please complete.**

On receipt of invoice, I will pay a 50% non-refundable deposit within 7 working days, in order to secure my booking with the balance of payment due by **4 June 2021**.

I further agree that my company will abide by the terms and conditions as outlined in this prospectus.

Cheques or bank drafts should be made payable to: New Zealand Orthopaedic Association

**Direct Credit to:**

New Zealand Orthopaedic Association

Account Name: NZOA

Bank account number: 02-0719-0131220-000

Reference: Company Name and Invoice Number

I, \_\_\_\_\_ am a duly authorised person to sign this form.

I agree to abide by the terms and conditions above *(please tick)*

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

Signed: \_\_\_\_\_

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