



## 2015 Sponsorship Opportunities

Program Benefits and General Packages for Sponsorship at AFPM Meetings



# SPONSORSHIP OPPORTUNITIES

# THANK YOU FOR TAKING TIME TO REVIEW THE MANY WAYS YOUR COMPANY CAN **SUPPORT THE AMERICAN FUEL & PETROCHEMICAL MANUFACTURERS PROGRAMS** AS WE CONTINUE TO REPRESENT THE REFINERS & PETROCHEMICAL PRODUCERS IN THE UNITED STATES.

We are grateful to those companies that have sponsored AFPM over the years and who recognize the association as the national voice of the hydrocarbon processing industries. Sponsor support allows AFPM to continue creating programs that are of interest to our membership and in doing so, helps focus its contributions toward ensuring strong, viable domestic refining & petrochemical industries

Sponsorship at any of AFPM's programs also allows you the opportunity to market to and network with hundreds of industry professionals from executives through plant level safety and maintenance professionals. Each of AFPM's meetings fosters an ideal environment in which strategic relationships are developed – providing both parties with incredible business opportunities. Sponsorship packages are available at a variety of levels with higher level packages enhancing corporate visibility.

If you have any questions, contact Merla Zollinger, Manager, Convention Services at [sponsorships@afpm.org](mailto:sponsorships@afpm.org). We are excited to continue our relationship with those who have supported us for so long, and look forward to building new partnerships for the future.

## GENERAL SPONSOR PACKAGES

---

Each of AFPM's meetings offers five general sponsorship packages with no limit to the number that can be accepted per program. AFPM also offers conference support sponsorship packages that are specific to each meeting. If you do not see a general sponsorship package that meets your needs, please view the specific meeting page for conference support sponsorship options, and see pages 13 and 14 for details and benefits.

### **DIAMOND: \$30,000 – AFPM MEMBERS ONLY**

- Platinum benefits plus:
- 3 additional complimentary registrations (6 total)
- One-time distribution of company email by AFPM to all meeting attendees
- Pre AND post conference attendee list with mailing addresses (pre list is distributed 30 days prior to the conference.)

### **PLATINUM: \$15,000 AFPM MEMBER / \$17,500 NON-MEMBER**

- Gold benefits plus:
- 1 Additional complimentary registration (3 total)
- Recognition in all meeting eMarketing campaigns
- Pre-event exposure on the Sponsor tab of the specific meeting website with your company logo with a link to your company's site

### **GOLD: \$10,000 AFPM MEMBER / \$12,500 NON-MEMBER**

- Silver benefits plus:
- 1 Additional complimentary registration (2 total)
- Pre-event exposure on the Sponsor tab of the specific meeting website with your company name with a link to your company's site
- On-site exposure through verbal acknowledgement in session, as appropriate, or logo on slide during general session or event
- Pre OR post conference attendee list with mailing addresses (pre list is distributed 30 days prior to the conference)
- Inclusion of corporate provided amenity or promotional collateral in prime location on the AFPM Information Wall (where applicable)
- If Exhibiting at RMC, NSC, or QA an enhanced listing in program with company logo
- Logo on Sponsor Page of AFPM Website with sponsor level and meeting notation

### **SILVER: \$5,000 AFPM MEMBER / \$7,500 NON-MEMBER**

- Bronze benefits plus:
- 1 Complimentary registration

### **BRONZE: \$2,500 AFPM MEMBER / \$5,000 NON-MEMBER**

- Listing on the sponsor sign displayed onsite
- Level appropriate Sponsor Ribbon on name badges to identify your company representatives and highlight their participation as a program supporter
- Recognition in the printed on-site Conference Program
- On-site exposure through verbal acknowledgement in session, as appropriate
- Listing on Sponsor Page of AFPM Website with sponsor level and meeting notation
- Listing in the AFPM Annual Report with sponsor level and meeting notation
- If exhibiting at RMC, NSC, or QA floor sticker in exhibit hall noting sponsor level



# ANNUAL MEETING

MARCH 22 – 24, 2015  
SAN ANTONIO, TEXAS

### 2014 ATTENDANCE: 1,430

The Annual Meeting assembles key executives and technical experts from refining and marketing organizations worldwide, as well as representatives from associated industries. The general session features high profile speakers who will address current issues of widespread importance to the refining industry. During management and technical sessions, leading industry experts share valuable insights with attendees on major issues, including energy and environmental initiatives, and the latest technological developments impacting refining and petrochemical industry management and performance.

### GENERAL SPONSORSHIP PACKAGES

- Diamond:** \$30,000 Members Only
- Platinum:** \$15,000 Mem. / \$17,500 Non-member
- Gold:** \$10,000 Mem. / \$12,500 Non-member
- Silver:** \$5,000 Mem. / \$7,500 Non-member
- Bronze:** \$2,500 Mem. / \$5,000 Non-member

### CONFERENCE SUPPORT SPONSORSHIPS\*

AFPM Opening Reception	\$30,000
Annual Luncheon	\$30,000
Conference Program	\$20,000
Chairman's Reception (Members Only)	\$15,000
Conference Bag	\$15,000
Custom Room Keys	\$15,000
Networking Breaks (per day)	\$15,000
Hospitality Brochure	\$10,000
Mobile Device Charging Station (per unit)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Hotel Room Drop**	\$5,000
Technical Session Audio/Visual (per session)	\$2,500

### 2014 ANNUAL MEETING SPONSORS

#### Platinum Sponsor:



#### Gold Sponsor:



#### Silver Sponsor:



#### Bronze Sponsors:



#### Conference Support Sponsors:

- Albemarle Corporation
- Aspen Technology
- Athlon Solutions
- Baker Hughes
- BASF Corporation
- Burns & McDonnell
- Tesoro Corporation

\* Non-member pricing add \$2,500 to any conference support item.  
 \*\* One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.



# INTERNATIONAL PETROCHEMICAL CONFERENCE

**MARCH 29 – 31, 2015  
SAN ANTONIO, TEXAS**

## 2014 ATTENDANCE: 3,030

The meeting consists of a variety of sessions covering key political, economic, and environmental issues affecting the petrochemical industry. The sessions emphasize global competitiveness in the petrochemical business and are presented by recognized experts in the areas of petrochemical markets, economics, and politics.

## GENERAL SPONSORSHIP PACKAGES

- Diamond:** \$30,000 Members Only
- Platinum:** \$15,000 Mem. / \$17,500 Non-member
- Gold:** \$10,000 Mem. / \$12,500 Non-member
- Silver:** \$5,000 Mem. / \$7,500 Non-member
- Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

AFPM Opening Reception	\$50,000
International Petrochemical Luncheon	\$50,000
Conference Program	\$25,000
Custom Room Keys	\$25,000
Conference Bag	\$15,000
Hotel Room Drop**	\$15,000
Petrochemical Leadership Luncheon (Members Only)	\$15,000
Networking Breaks (per day)	\$10,000
General Session Audio/Visual (per session)	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Wireless Internet Access (plus cost)	\$5,000

## 2014 IPC SPONSORS

### Bronze Sponsors:



### Women In Petrochemical Reception:



\*Non-member pricing add \$2,500 to any conference support item.

\*\*One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.

# SECURITY CONFERENCE

APRIL 13 – 15, 2015  
NEW ORLEANS, LOUISIANA

## 2014 ATTENDANCE: 143

The conference presents current topics of critical importance to assist attendees in keeping themselves up-to-date on security issues.

## GENERAL SPONSORSHIP PACKAGES

**Diamond:** \$30,000 Members Only  
**Platinum:** \$15,000 Mem. / \$17,500 Non-member  
**Gold:** \$10,000 Mem. / \$12,500 Non-member  
**Silver:** \$5,000 Mem. / \$7,500 Non-member  
**Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Luncheon (per day)	\$8,000
Conference Bag	\$5,000
Conference Program	\$5,000
General Session Audio/Visual (per day)	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Networking Breaks (per day)	\$5,000
Reception	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Hotel Room Drop**	\$2,500

## 2014 SECURITY SPONSORS

### Silver Sponsor:



### Conference Support Sponsor:

G4S



# LABOR RELATIONS / HUMAN RESOURCES CONFERENCE

**APRIL 16 – 17, 2015  
NEW ORLEANS, LOUISIANA**

## 2014 ATTENDANCE: 191

This conference program is crafted by the LR/HR committee and provides a program of speakers that covers hot topics that are relevant to LR/HR professionals.

This conference will provide you with industry-specific information that you will be able to use as soon as you return to your company.

The Conference format features speakers, panel discussions, and breakout sessions on topics of interest to industrial relations and human resources personnel in the refining and petrochemical industry.

## GENERAL SPONSORSHIP PACKAGES

- Diamond:** \$30,000 Members Only
- Platinum:** \$15,000 Mem. / \$17,500 Non-member
- Gold:** \$10,000 Mem. / \$12,500 Non-member
- Silver:** \$5,000 Mem. / \$7,500 Non-member
- Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Conference Program	\$10,000
Reception – Thursday Evening	\$10,000
General Session Audio/Visual	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Breakout Session Audio/Visual (per session)	\$2,500
Hotel Room Drop**	\$2,500
Networking Breaks (per break)	\$2,500

## 2014 LABOR RELATIONS/ HUMAN RESOURCES SPONSORS

### Bronze Sponsors:



### Conference Support Sponsor:

Lockton Dunning Benefits

\*Non-member pricing add \$2,500 to any conference support item.

\*\*One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.



# NATIONAL PROCESS & OCCUPATIONAL SAFETY CONFERENCE & EXHIBITION

**MAY 12 – 13, 2015  
AUSTIN, TEXAS**

## 2014 ATTENDANCE: 476

The National Occupational and Process Safety Conference features an overview of safety challenges and issues affecting refineries and petrochemical plants. The exhibition, held as part of the conference, gives attendees the opportunity to meet and talk with representatives of companies offering a variety of safety-related services to the refining and petrochemical industries. The culmination of the meeting is the Safety Awards Event held on the final evening of the conference. This event celebrates and honors the industry's excellent safety achievements.

## GENERAL SPONSORSHIP PACKAGES

- Diamond:** \$30,000 Members Only
- Platinum:** \$15,000 Mem. / \$17,500 Non-member
- Gold:** \$10,000 Mem. / \$12,500 Non-member
- Silver:** \$5,000 Mem. / \$7,500 Non-member
- Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Conference Program	\$10,000
Conference Bag	\$5,000
Custom Room Keys	\$5,000
General Session Audio/Visual (per day)	\$5,000
Luncheon Table Placemats	\$5,000
Mirror Clings	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Breakout Session Audio/Visual (per session)	\$2,500
Hotel Room Drop**	\$2,500
Networking Breaks (per break)	\$2,500

## 2014 NATIONAL SAFETY CONFERENCE SPONSORS

### Silver Sponsor:



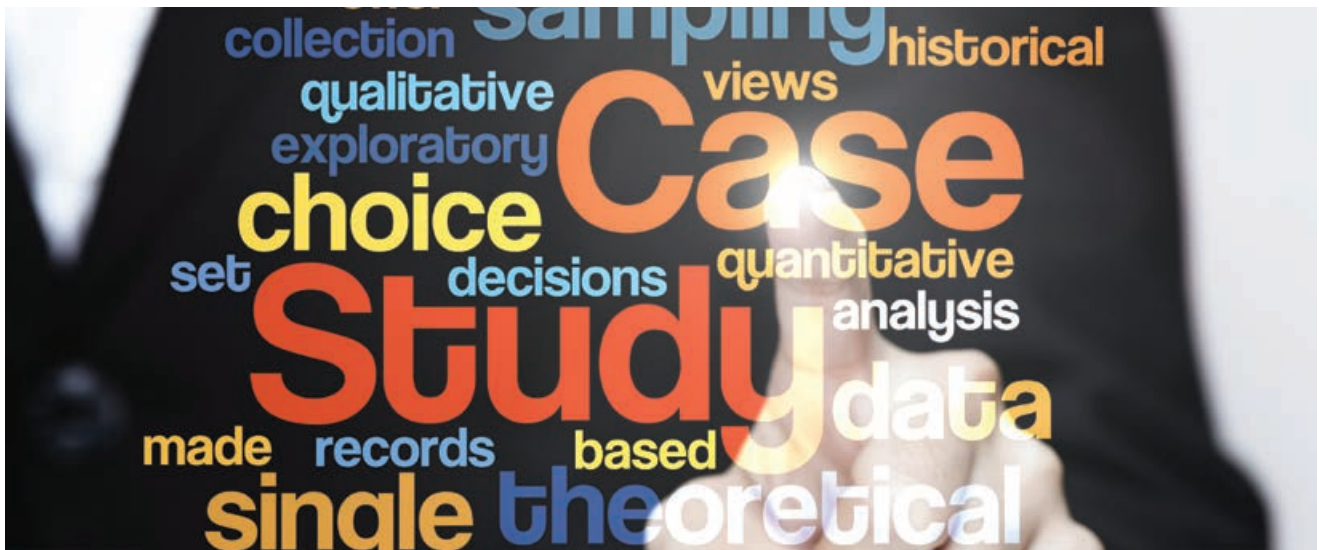
### Conference Support Sponsor:

JCL Safety Services

\*Non-member pricing add \$2,500 to any conference support item.

\*\*One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.





# RELIABILITY & MAINTENANCE CONFERENCE & EXHIBITION

**MAY 19 – 22, 2015**  
**AUSTIN, TEXAS**

## 2014 ATTENDANCE: 1,425

This 3-day program includes keynote addresses, technical and management presentations, discussion groups, structured question and answer sessions, and an exhibition of products and services. Presentations focus on improving reliability in the refining and petrochemical industry, covering topics such as effective maintenance organization, productivity, equipment reliability, health and safety, training, environmental control, predictive/preventive maintenance, maintenance and engineering standards, inspection, procurement, and innovative reliability technology. The exhibition, held as part of the conference, gives attendees the opportunity to meet and talk with representatives from companies offering a variety of goods and services to the refining and petrochemical industries.

## GENERAL SPONSORSHIP PACKAGES

**Diamond:** \$30,000 Members Only  
**Platinum:** \$15,000 Mem. / \$17,500 Non-member  
**Gold:** \$10,000 Mem. / \$12,500 Non-member  
**Silver:** \$5,000 Mem. / \$7,500 Non-member  
**Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

General Session	\$15,000
Conference Bag	\$10,000
Custom Room Keys	\$10,000
Mobile Device Charging Station (per unit)	\$5,000
Hotel Room Drop**	\$5,000
Lunch Table Placemats	\$5,000
Mirror Clings	\$5,000
Networking Breaks (per break)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Technical Session Audio/Visual (per session)	\$2,500

## CONFERENCE DIRECTORY ADVERTISING

Outside Back Cover Ad	\$3,500
Inside Back Cover Ad	\$3,000
Tab Ad – full color	\$2,500
Custom Promo Video	\$1,000

## EXHIBIT HALL

Exhibit Hall Aisle Sign	\$500 member
	\$1,000 non-member

## 2014 RELIABILITY & MAINTENANCE CONFERENCE SPONSORS

### Platinum Sponsor:



### Silver Sponsor:



### Bronze Sponsors:



### Conference Support Sponsors:

Eagle Burgmann  
 Gallop Tower Field Service  
 Hydrocarbon Publishing Company  
 SPX Bolting Systems  
 USA Industries, Inc.  
 Wilbros  
 Zeeco, Inc.

\*Non-member pricing add \$2,500 to any conference support item.

\*\*One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.



# Q&A AND TECHNOLOGY FORUM

**OCTOBER 4 – 7, 2015  
NEW ORLEANS, LOUISIANA**

## 2014 ATTENDANCE: 768

The Q&A and Technology Forum program has four major components to give attendees the industry's most comprehensive meeting on refinery operations and process technology. The Q&A Panel Sessions feature panels of industry experts from refining companies and technology providers who respond to questions and engage attendees in a discussion of today's tough issues. The Principles & Practices Sessions are discussion-oriented sessions, primarily designed for the engineer whose overall operating experience is less than 20 years. The Plant Automation/Decision Support Sessions address the latest developments in cybersecurity, supply chain management, process control, plant automation, and the supporting information technology systems. And a table top exhibition showcases catalyst, chemical, and technology providers, engineering companies, licensors, and other industry suppliers in one convenient location.

## GENERAL SPONSORSHIP PACKAGES

**Diamond:** \$30,000 Members Only  
**Platinum:** \$15,000 Mem. / \$17,500 Non-member  
**Gold:** \$10,000 Mem. / \$12,500 Non-member  
**Silver:** \$5,000 Mem. / \$7,500 Non-member  
**Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Q&A Kick-off Networking Event	\$30,000
Conference Bag	\$15,000
Conference Program	\$15,000
Custom Room Keys	\$10,000
Hospitality Brochure	\$5,000
Hotel Room Drop**	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Networking Breaks Day 1 or 2 (per break)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Session Audio/Visual (per session)	\$2,500

## 2014 Q&A AND TECHNOLOGY FORUM SPONSORS

### Gold Sponsor:



### Silver Sponsors:



### Bronze Sponsors:



### Conference Support Sponsors:

Athlon Solutions  
 Baker Hughes  
 BASF Corporation  
 CB&I  
 GE Water & Process Technologies



# ENVIRONMENTAL CONFERENCE

**OCTOBER 18 – 20, 2015  
SALT LAKE CITY, UTAH**

## 2014 ATTENDANCE: 334

The AFPM Environmental Conference focuses on regulatory and policy issues at the plant level. The meeting format consists of both technical presentations and question and answer sessions. The sessions are designed to address the impacts of various environmental regulations on refineries and petrochemical plants and to provide solutions and compliance mechanisms for a facility. A poster session highlights technologies and systems developed or used by organizations to improve environmental compliance and controls. The Conference features industry experts from refining and petrochemical companies.

## GENERAL SPONSORSHIP PACKAGES

**Diamond:** \$30,000 Members Only  
**Platinum:** \$15,000 Mem. / \$17,500 Non-member  
**Gold:** \$10,000 Mem. / \$12,500 Non-member  
**Silver:** \$5,000 Mem. / \$7,500 Non-member  
**Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Conference Program	\$10,000
Committee Dinner	\$6,000
Luncheon (per day)	\$6,000
Poster Session Reception	\$6,000
Conference Bag	\$5,000
Custom Room Keys	\$5,000
General Session Audio/Visual (per session)	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Hotel Room Drop**	\$2,500
Networking Breaks (per break)	\$2,500

## 2014 ENVIRONMENTAL CONFERENCE SPONSORS

### Silver Sponsors:



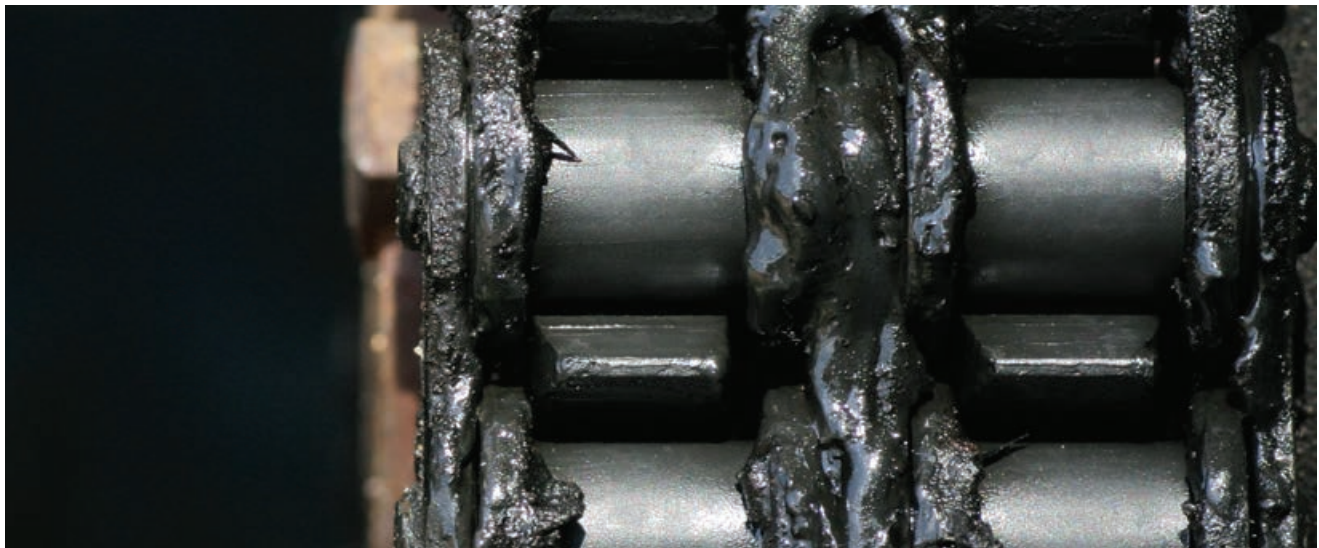
**URS**

### Bronze Sponsor:



### Conference Support Sponsors:

Barr Engineering Company  
 EA Engineering, Science, and  
 Technology, Inc.  
 Heritage Environmental Services  
 Sage Environmental Consulting  
 Trihydro Corporation  
 Trinity Consultants



# INTERNATIONAL LUBRICANTS & WAXES CONFERENCE

NOVEMBER 12 – 13, 2015  
HOUSTON, TEXAS

## 2014 ATTENDANCE: 176

General sessions provide technical experts and marketing representatives a chance to discuss the latest developments in lubricants, fuels, and waxes. Attendees also have excellent networking opportunities.

## GENERAL SPONSORSHIP PACKAGES

- Diamond:** \$30,000 Members Only
- Platinum:** \$15,000 Mem. / \$17,500 Non-member
- Gold:** \$10,000 Mem. / \$12,500 Non-member
- Silver:** \$5,000 Mem. / \$7,500 Non-member
- Bronze:** \$2,500 Mem. / \$5,000 Non-member

## CONFERENCE SUPPORT SPONSORSHIPS\*

Conference Program	\$5,000
Mobile Device Charging Station (per unit)	\$5,000
Reception – Thursday	\$5,000
Wireless Internet Access (plus cost)	\$5,000
Hotel Room Drop**	\$2,500
Networking Breaks (per break)	\$2,500
Session Audio/Visual (per session)	\$2,500

## 2014 INTERNATIONAL LUBRICANTS & WAXES MEETING SPONSORS

### Bronze Sponsor:

**ExxonMobil**

### Conference Support Sponsor:

ExxonMobil Lubricants and Specialties

\*Non-member pricing add \$2,500 to any conference support item.

\*\* One comprehensive room drop including all sponsor literature will be delivered on the evening before the first conference session.

# CONFERENCE SUPPORT SPONSORSHIP ITEMS\*

## CONFERENCE PROGRAM



Ad on inside front cover



Option of logo or ad on outside back cover

## HOSPITALITY BROCHURE



Ad on the back of brochure (center panel) that will be distributed to all attendees at registration

## MOBILE DEVICE CHARGING STATION



Company logo or artwork on top and bottom section of charging station.

## CONFERENCE BAG



Company logo on outside of bag

# CONFERENCE SUPPORT SPONSORSHIP ITEMS\*

## CUSTOM ROOM KEY

- Company name/logo printed on each room key given to meeting attendees staying at the host hotel(s)

## HOTEL ROOM DROP

- Inclusion in a comprehensive room drop including all sponsor literature.
- Delivered on the evening before the first conference session
- Items should be no larger than 8 1/2" x 11"

## LUNCHEON

- Sign at entrance to ballroom
- Place card (AM/IPC/SC/ENV) or placemat (NSC/RMC) with logo on lunch tables
- AM/IPC – complimentary table of 10
- Any with A/V – logo on screen as individuals walk into luncheon room

## MIRROR CLINGS

- Advertise your booth/company on a static cling that will be placed on the mirrors in the public restrooms in/near the exhibit hall.

## NETWORKING/COFFEE/ REFRESHMENT BREAKS

- Sign in break area (could be provided by company)
- Table for company collateral material disbursal.
- Company may provide items with their logo, i.e., disposable cups, napkins, and/or coffee sleeves to be used at the break. Disposable cups should be no larger than 12 ounces.

## RECEPTIONS

- Sign at the entrance and on the bars
- Company logo on tented place cards on the reception tables.
- Company can provide service items with their logo, i.e., cups, napkins, etc., if they wish.

## TECH SESSION A/V

- Logo on slide in session room
- Verbal recognition by session presider
- Acknowledgement on sign outside the room

# CONFERENCE SUPPORT SPONSORSHIP BENEFITS

## PRIMARY BENEFITS

Conference Support sponsors will receive the same benefit as the equivalent pricing of the general sponsorship in the following categories:

- Complimentary Registration
- On-line Exposure at meeting level

## ADDITIONAL BENEFITS

On-site Recognition

- Listing on sponsor sign displayed onsite
- Sponsor Ribbon on badge
- Recognition in the printed on-site conference program

Listing on the Sponsor Page of the AFPM Website with sponsored item and meeting notation.

Listing in the AFPM Annual Report with sponsored item and meeting notation.

## AFPM 2015 SPONSORSHIP FORM

### Yes, please sign me up as a sponsor at:

- Annual Meeting
- International Petrochemical Conference
- Security Conference
- Labor Relations/Human Resources Conference
- National Occupational & Process Safety Conference & Exhibition
- Reliability & Maintenance Conference & Exhibition
- Q&A and Technology Forum
- Environmental Conference
- International Lubricants & Waxes Conference

### My company is interested in sponsoring the following:

---

---

---

#### Breakout Session Topics For A/V Sponsorships indicate top three choices

Monday, 3/23

2:00 pm - 5:00 pm

- Issues
- Process Safety
- Crude Oil Supply
- Gasoline Processes
- Hydroprocessing/Hydrogen

Tuesday, 3/24

9:00 am - 11:30 am

- FCC Technology
- Reliability
- Capital Projects Success Factors
- Operations
- Strategic Issues

Tuesday, 3/24

2:00 pm - 4:30 pm

- Technology Applications
- Margin Improvement
- Petrochemicals
- Sulfur Recovery
- Resid Conversion

### Contact Information:

Name

Title

Company

Address

Address

City

State

Zip

Country

Phone (Area/Country/City Code)

Fax (Area/Country/City Code)

E-mail

### GENERAL SPONSOR PACKAGE LEVELS

**DIAMOND: \$30,000 – AFPM MEMBERS ONLY**

**PLATINUM: \$15,000 AFPM MEMBER  
\$17,500 NON-MEMBER**

**GOLD: \$10,000 AFPM MEMBER  
\$12,500 NON-MEMBER**

**SILVER: \$5,000 AFPM MEMBER  
\$7,500 NON-MEMBER**

**BRONZE: \$2,500 AFPM MEMBER  
\$5,000 NON-MEMBER**

### Mail, fax or e-mail to:

AFPM  
Attn: Merla Zollinger  
1667 K Street NW  
Suite 700  
Washington, DC 20006

Phone: 202.457.0480

Fax: 202.835.0467

e-mail: [sponsorships@afpm.org](mailto:sponsorships@afpm.org)

### Payment:

Amount

Credit Card Number

Exp Date

Card Holder Name (please print)

Signature

Billing Address if Different

City

State

Zip

Country