



Subject: Invitation for Commercial Exhibition & Sponsorship

July, 2010

Dear Sir/Madam:

The annual conference of the International Society of Biomechanics in Sports (ISBS) is the leading world meeting of scientists devoted to Sports Biomechanics. Each year, about 400 experts from the different corners of the world get together to share their experiences and knowledge, and to search for new ideas, problems, solutions, methodologies, equipments and materials.

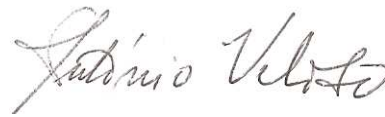
Portugal is an emerging country in Sports Biomechanics in particular, and in general biomechanics as well. Despite the existence of research centers devoted to this scientific field in Vila Real, Bragança, Covilhã, Coimbra, Évora, Aveiro and Algarve, most groups are located around Lisbon and Porto. Particularly relevant for the growing potential of the Portuguese Biomechanics seems to be the recently created Porto Biomechanics Laboratory (LABIOME), a research structure of the University of Porto interfacing the faculties and academic communities of Sports, Medicine, Dentistry, Veterinarian, and Engineering, to be fully re-equipped in the near future. In Portugal, the Technical University of Lisbon, and the Porto University are, perhaps, the main references in the field of Biomechanics, and the co-promoters of the 29th edition of the Annual Conference of ISBS – ISBS'2011. These two universities decided to host the conference in Porto, to celebrate both the 100th anniversary of Porto University, and the creation of the LABIOME. Their vision is that this historical joint venture as co-promoters of the conference, together with the potential of the new laboratory, will empower biomechanics in general, and sports biomechanics in particular, both in Portugal and worldwide. Sharing this viewpoint, the Portuguese Society of Biomechanics decided to give its patronage to the organization.

Facing the perspectives of business related to this organization, we herewith invite your company to participate in this international congress to introduce your products to Sports Biomechanics personnel from the entire world, by joining us as a **Commercial Exhibitor** or as a **Sponsor**.

The ISBS'2011 Chairmen:



J. Paulo Vilas-Boas
University of Porto



António Prieto Veloso
Technical University of Lisbon

About ISBS

The International Society of Biomechanics in Sports is composed of members from all over the world with a common desire to study and understand human movement, especially as it relates to applied sports biomechanics. Participants come from a wide range of backgrounds including exercise science, education, engineering, computer science, rehabilitation and medicine to name a few. Over the years, members, presenters, exhibitors and invited participants at ISBS gatherings have included persons from Argentina, Armenia, Australia, Austria, Belarus, Belgium, Brazil, Bulgaria, Canada, Chile, China, Congo, Croatia, Czech Republic, Denmark, Egypt, England, Estonia, Finland, France, Germany, Greece, Hungary, India, Ireland, Israel, Italy, Japan, Kazakhstan, Korea, Latvia, Lebanon, Lithuania, Mexico, Netherlands, New Zealand, Nigeria, Portugal, Russia, Scotland, Slovakia, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, United States and Venezuela.

The first full scale conference of the International Society of Biomechanics in Sports (ISBS) was held June 20-25, 1982, in San Diego, California, with 123 participants. ISBS initiated a constitution on May 7, 1983, with subsequent constitutional revisions over time to suit the changing needs of the Society. Some of the first field-based research activities of ISBS were at the 1976 Olympic Games and 1978 Commonwealth Games, with numerous other research projects completed since that time. Additional activities of ISBS and its members include seminars, clinics, exhibits, technical lectures, newsletters, annual conferences and published proceedings.

The Annual Symposia of the ISBS family are conducted in a friendly atmosphere, which favors and encourages wide participation. This ISBS congeniality is unique and dear to its members. Past conferences have been held in a variety of interesting locations including several European countries (Czech Republic, Germany, Greece, Hungary, Italy, Portugal), a number of US states (California, Colorado, Iowa, Oregon, Massachusetts, Texas), the Canadian provinces of Nova Scotia and Ontario, as well as Australia and Hong Kong. The quality of research presented and materials produced are at the cutting edge of knowledge and technology. In addition to oral and poster research presentations select sport science topics are covered in depth each year through special lectures. In addition, a special feature includes the Geoffrey H.G. Dyson lecture presented by an outstanding scientist in sports biomechanics. A number of other awards and recognitions are given each year including the New Investigator Award. Other conference features enjoyed by all include exhibits, equipment demonstrations, organized sightseeing trips, and the closing banquet.

ISBS members have written some of the most widely used university textbooks as well as practitioner books and manuals. Hundreds of refereed journal articles, as well as widely read practical articles in popular journals, have been published by ISBS members. In addition, members have developed new coaching, teaching and training strategies and patented sports, exercise and rehabilitation equipment. The majority of pioneers from the computer era of sports biomechanics

have at one time or another participated in ISBS activities, with most innovations in biomechanics research technology having come from these individuals. In short, if it is sports biomechanics, ISBS members are in it.

Sponsorship

The individual or company who provides the largest support to the symposium before the deadline (1st December, 2010) would be acknowledged as the platinum sponsor. In addition, Gold and Silver sponsorship packages are available. Additional opportunities are available for sponsorship of specific prominent items and events during the 29th Annual Conference of ISBS – ISBS2011.

All sponsors will be able to have their logos visible in the period leading to the conference both at the web page of the conference, and in the e-mails informing about 2500 people about the conference. The logos will be added as soon as the sponsorship contract is signed.

The current possibilities are listed in the table below. Additionally, there may be customized solutions - please contact us for discussions.

| | | |
|--------------------------------|--------------|------------|
| Platinum Conference Sponsor | 1 available | €10 000,00 |
| Gold Conference Sponsor | 2 available | €7 000,00 |
| Silver Conference Sponsor | 3 available | €5 000,00 |
| Sponsor of the: | | |
| Conference Opening Session | 1 available | €1 500,00 |
| Conference Port of Honor | 1 available | €3 500,00 |
| Conference Banquet | 1 available | €7 000,00 |
| Conference Social Tour | 1 available | €7 000,00 |
| Animated Sport Activities | 3 available | €2 500,00 |
| Conference Lunches | 1 available | €7 000,00 |
| Conference Barbeque | 1 available | €3 500,00 |
| Conference T-shirt | 1 available | €2 500,00 |
| Conference Bag | 1 available | €2 000,00 |
| Conference Notepad | 1 available | €1 500,00 |
| Conference Pen | 1 available | €1 000,00 |
| Company Literature Giveaway | 10 available | €300,00 |
| Best Presentation/Poster Award | 2 available | €2 000,00 |

Platinum Sponsorship Package

The platinum conference sponsorship package combines marketing and branding association before the event and maximum exposure during the conference. One sponsorship at this level is available. Benefits include:

1. The Platinum Sponsor's logo will appear on the surface of the conference bag distributed to each participant, less prominent than the bag sponsor.
2. Entitlement to mention in any press engagement related to the conference.
3. The logo will appear on delegates' conference pass.
4. The logo will also appear at noticeable places during the opening ceremony, farewell banquet, and the main conference locations.
5. The Platinum Sponsor's advertisement/logo will be put on the conference internet home page.
6. As the Platinum Sponsor your company logo will appear on the cover of the attendee pack and notebook. Only the Conference pack platinum sponsor and the Conference / ISBS logo is featured more prominently on the cover of the attendee pack and notebook.
7. Company information may be placed free of charge inside the bag or conference pack.
8. The company logo may be placed on the delegate t-shirt alongside the Conference / ISBS logo, but less prominently than the t-shirt main sponsor.
9. A one-page advertisement will be added in the program booklet.
10. A total of 500 units of the Symposium Proceedings will be distributed to all participants and sell. In addition, the proceedings will be distributed to certain libraries and research and educational institutions. Your company's logo will appear prominently in the proceedings.
11. Two exhibition stands are available and free of charge to the Platinum Sponsor.
12. Your company logo will appear along side the Conference / ISBS logo and more prominently than those of any other sponsor on the default projection backdrop in the main conference hall and parallel session venues.
13. The Platinum Sponsor will be offered 5 complimentary attendee passes.

Gold Sponsorship Package

The gold conference sponsorship package combines marketing and branding association before the event and maximum exposure during the conference. Only two sponsorship at this level are available. Benefits include:

1. The Gold Sponsor's logo will appear at the noticeable places during the opening ceremony, farewell banquet, and the main conference spots.
2. The Gold Sponsor's advertisement/logo will be put on the conference internet home page.
3. Company information may be placed free of charge inside the bag or conference pack.
4. A one-page advertisement will be added in the program booklet.
5. A total of 500 units of the symposium proceedings will be distributed to all participants and sell. In addition, the proceedings will be distributed to certain libraries and research and education institutes. Your company's logo will be prominently displayed in the proceedings.
6. Two exhibition stands are available free of charge to each one of the Gold Sponsors.
7. Your company logo will appear along side the Conference / ISBS logo and Platinum Sponsor logo on the default projection backdrop in the main conference hall and parallel session venues.
8. The Gold Sponsors will be offered 5 complimentary attendee passes.

Silver Sponsorship Packages

The silver conference sponsorship packages combine marketing and branding association before the event and exposure during the conference. Three sponsorship packages at this level are available. Benefits include:

1. The silver sponsor's logo will appear at noticeable places during the opening ceremony, farewell banquet, and the main conference locations.
2. The silver sponsors' advertisement/logo will be put on the conference internet home page.
3. Company information may be placed free of charge inside the bag or conference pack.
4. A half-page advertisement will be added in the program booklet.
5. A total of 500 copies of the symposium proceedings will be distributed to all participants and sell. In addition, the proceedings will be distributed to certain libraries and research and education institutes. Your company's logo will be prominently displayed in the proceedings.
6. One exhibition stand is available and free of charge to each one of the Silver Sponsors.
7. The Silver Sponsors will be offered 3 complimentary attendee passes.

Individual Sponsorship Packages

Individual sponsorship packages for events or conference materials include:

Conference Opening Session

The conference opening session sponsor's logo will appear at noticeable places during the opening session, and at all times when the opening session is mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Port of Honor

The conference port of honor sponsor's logo will appear at noticeable places during the port of honor, and at all times when the opening session is mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Banquet

The conference banquet sponsor's logo will appear at noticeable places during the closing banquet, and at all times when the banquet is mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Social Tour

The conference social tour is expected to be very popular among international ISBS'2011 delegates, representing one of the top tourist attractions in Porto.

The conference social tour sponsor's logo will appear at all information material related to the social tour, and at all times when the tour is mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Animated Sport Activities

The conference animated sport activities will be organized during the major breaks of the conference, particularly during lunching time. They are expected to be very popular among international ISBS'2011 delegates.

The conference animated sport activities sponsor's logo will appear at all information material related to the social tour, and at all times when the tour is mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Lunches

The conference lunches sponsor's logo will appear at noticeable places during the formal lunches of the conference, and at all times when the lunches are mentioned in print or verbally, the sponsor will be recognised. The package includes sponsorship of lunches on 4 of the 5 days of the conference.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Barbeque

The conference barbeque sponsor's logo will appear at noticeable places during the BBQ, and at all times when the BBQ is mentioned in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference T-shirt

The conference t-shirt will be distributed to all delegates inside the conference bag. The conference t-shirt sponsor's logo will appear anywhere desired on the t-shirt, and will be more prominent than the Conference / ISBS and Platinum Sponsor's logo, also on the t-shirt. Alternatively, your company may wish to donate t-shirts with your logo already printed, to which less prominent Conference / ISBS and Platinum Sponsor logos will be embroidered.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Bag

The conference bag will be distributed to all delegates. The conference bag sponsor's logo will appear anywhere desired on the bag, and will be more prominent than the Conference / ISBS and Platinum Sponsor logos also on the bag. Alternatively, your company may wish to donate bags with your logo already printed, to which a less prominent Conference / ISBS and Platinum Sponsor logos will be embroidered.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Notepad

The conference Notepad will be distributed to all delegates and will be used and distributed widely during and after the ISBS'2011 Conference. The conference Notepad's Sponsor's logo will appear alongside the Conference / ISBS print details. Alternatively, your company may wish to donate notepads with your logo and Conference / ISBS text and logos (to be agreed) already added.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Conference Pen

The conference Pen will be distributed to all delegates and will be used and distributed widely during and after the ISBS'2011 Conference. The conference Pen Sponsor's logo will appear alongside the Conference / ISBS print details. Alternatively, your company may wish to donate pens with your logo and Conference / ISBS text and logos (to be agreed) already added.

The sponsor's logo will appear at all conference general sponsors' logos displays.

Company Literature Giveaway

Your company may place one piece of promotional material inside the conference bag or pack. Most size/material requests will be considered, but general guidelines are that material should not be greater than A4 in size.

Best Presentation/Poster Award

The Conference will attribute two prizes: the Best Podium Presentation and the Best Poster prizes. Two sponsors will be available, one for each prize. The Prizes Sponsors logos will appear at all information material related to the Prizes, and at all times when the Prizes are mentioned, in print or verbally, the sponsor will be recognised.

The sponsor's logo will appear at all conference general sponsors' logos displays.

The agreement below for sponsors should be signed and returned on or before December 1st, 2010 to ensure placement of the advertisements in the brochures. Please enclose photo-ready copies of the advertisements that will appear in the programs, and proceedings.

Address : ISBS'2011
University of Porto, Faculty of Sports
Rua Dr. Plácido Costa, 91
4200-450 Porto
Portugal

e-mail: jpvb@fade.up.pt

Products Exhibition

The Products exhibition will be located in special zone, near the foyer and the lecture theatres in a space dedicated to research poster presentation and where coffee-breaks will be held. In the conference schedule there will be 9 research poster sessions and 9 coffee breaks, totaling 12 hours over 4 ½ days when all delegates (>300) will meet in the exhibition area. The Port of Honor will also be served at the exhibition hall. In addition, delegates are free to view exhibitions, posters and stands during lunch, the 3 Happy Hours, and the 4 Animated Sport Activities sessions; an extra 7 hours of possible contact with exhibitours.

The basic rate for a product exhibit is €1,700 for about 6 square metres per stand. The company representative will be entitled to all the benefits offered to the delegates, including coffee breaks, lunch and banquet, conference bag with program and proceedings, reception, and all social activities. Should your company not wish to receive the delegate package (lunches, proceedings, banquet, social activities etc.) the stand charge will be €1,500. If there is more than one representative for the exhibition, each additional representative will be charged €150.

Additionally, an unmanned table, for book and journal display only has a rate of €500 for the duration of the conference.

Products should be delivered at the conference venue 24h in advance of the event.

An exhibitor's stand will include shell stand, company name signage and table. Exhibitors are welcome to discuss custom stand arrangements at their own cost. Details available upon request.

The submission of agreement for exhibition should be returned on or before March 1st 2011.

Terms and Conditions

1. All sponsorships will be awarded on a first come, first served basis. The ISBS'2011 Organizing Committee retains the right to reject any sponsor that it deems inappropriate.
2. After written acceptance by the ISBS'2011 Organizing Committee the sponsor must provide the sponsorship funds, logo image (in the format required to be agreed) and other details required (such as correct use of the sponsor's name, trademarks etc) to the ISBS2011 Organizing Committee within 14 days of receipt of acceptance.
3. Sponsorship pledges cannot be processed without payment. Funds must be payable in Euro currency. Bank transfers will be on sponsor's costs.
4. The sponsorship fee does not include free conference registration unless specifically stated in the sponsorship opportunity details.
5. All sponsorship materials must be submitted before 15th April 2011 to ensure inclusion in productions schedule. Sponsorship pledges after this date may still be accepted with caveats.
6. Sponsors/exhibitors may not sublet, assign or apportion any part of the item(s) sponsored nor represent advertise or distribute literature or materials for the products or services of any other firm or organisation except as approved in writing by the ISBS'2011 Organizing Committee.
7. ISBS'2011 will not be liable for damage or loss to a sponsor's/exhibitors properties through fire, theft, accident, or any other cause, whether the result of negligence or otherwise.
8. No part of an exhibit and no signs or other materials may be pasted, nailed, or otherwise affixed to walls, doors or other surfaces in a way that mars or defaces the premises or equipment and furnishings. Damage from failure to observe this notice is payable by the sponsor/exhibitor.
9. Sponsorship is not limited to financial support per se, but can also take the form of provision of material hardware/software/food & beverage etc. Should your company be interested in a sponsorship package not listed in this brochure, please feel free to contact us to discuss your preferences.

10. For sponsorship opportunities that include posting of signs please note - Signage space may be limited. The conference organizers will inform each sponsor of the maximum size and number of signs.
11. In order to limit costs, the ISBS'2011 Organizing Committee may limit the number of colours used for the printing of sponsor logos. The organizing committee will negotiate costs if required.
12. If a sponsor wants to negotiate for a higher priced item (e.g., higher quality shirt, bag, menu etc) than the ISBS'2011 Organizing Committee has budgeted for then the sponsor must pay any additional cost for that item in addition to the applicable sponsorship fee.

Once the applications of exhibition or sponsorship have been accepted, each exhibitor and sponsor is required to pay a deposit up to 25% of the entire payment within one month after the notification and the rest must be paid by 15th April 2011.

Your support will ensure a successful conference. Should you have any query, please feel free to contact us at captioned e-mail, telephone and facsimile.

Thank you for your attention to this invitation and we look forward to receiving your support.

Yours sincerely,

J. Paulo Vilas-Boas
António Prieto Veloso

Co-Chairmen
29th Annual Conference of ISBS – ISBS'2011

SPONSORSHIP AGREEMENT

To: The ISBS'2011 Organizing Committee
The 29th Annual Conference of the ISBS
University of Porto, Faculty of Sport
Rua Dr. Plácido Costa, 91
4200-450 Porto
Portugal

*** Please fill in this form in print***

Agreement for Sponsor

We wish to be a sponsor of the 29th Annual Conference of the International Society of Biomechanics in Sports under the terms outlined in the accompanying letter dated May 2010.

Please tick appropriate sponsor category, and 2nd choice if you wish. You are also welcome to support more than one category.

We will provide € _____ to support the 29th Annual Conference of the International Society of Biomechanics in Sports. We understand that a 25% deposit is required within one month after notification by the organizers that the exhibition/sponsorship has been accepted. The balance will be paid on or before 15th April 2010.

| | 1 st choice | 2 nd choice | |
|---------------------------------|------------------------|------------------------|-----------|
| Packages | | | |
| Platinum Conference Sponsor | | | €10,000 |
| Gold Conference Sponsor | | | €7,000 |
| Silver Conference Sponsor | | | €5,000 |
| Individual opportunities | | | |
| Conference Opening Session | | | €1 500,00 |
| Conference Port of Honor | | | €3 500,00 |
| Conference Banquet | | | €7 000,00 |
| Conference Social Tour | | | €7 000,00 |
| Animated Sport Activities | | | €2 500,00 |
| Conference Lunches | | | €7 000,00 |
| Conference Barbeque | | | €3 500,00 |
| Conference T-shirt | | | €2 500,00 |
| Conference Bag | | | €2 000,00 |
| Conference Notepad | | | €1 500,00 |
| Conference Pen | | | €1 000,00 |
| Company Literature Giveaway | | | €300,00 |
| Best Presentation/Poster Award | | | €2 000,00 |

Name: _____

Position: _____

Company Name: _____

Address: _____

Tel No.: _____

Fax No.: _____

E-mail: _____

Cheque No. #: _____

Bank transfer number: _____ Date: _____

ID (transfer): _____

Signature: _____

Date: _____

Please make cheque payable in Euro to University of Porto, Faculty of Sport.

Please contact us if you wish to discuss a custom package

EXHIBITION AGREEMENT

To: The ISBS'2011 Organizing Committee
The 29th Annual Conference of the ISBS
University of Porto, Faculty of Sport
Rua Dr. Plácido Costa, 91
4200-450 Porto
Portugal

*** Please fill in this form in print ***

Agreement for Sponsor

We wish to be a sponsor of the 29th Annual Conference of the International Society of Biomechanics in Sports under the terms outlined in the accompanying letter dated May 2010.

We require a space of _____ (number) exhibition stands and anticipate having _____ representative(s). Or, we require _____ (number) unmanned exhibition tables for book/journal display. The total charge is € _____. We understand that a 25% deposit is required within one month after notification by the organizers that the exhibition has been accepted. The balance will be paid on or before 15th April 2011.

Name: _____

Position: _____

Company Name: _____

Address: _____

Tel No.: _____

Fax No.: _____

E-mail: _____

Cheque No. #: _____

Bank transfer number: _____ Date: _____

ID (transfer): _____

Signature: _____

Date: _____

Please make cheque payable in Euro to University of Porto, Faculty of Sport.

Please contact us if you wish to discuss a custom package

Phone: + 351 225074790 E-mail: jpvb@fade.up.pt