



# PICALO

PACIFIC INTERNATIONAL CONFERENCE  
ON APPLICATIONS OF LASERS & OPTICS

March 23-25, 2010

Shangri-La Hotel – Wuhan • People's Republic of China

## *Sponsorship* **OPPORTUNITIES**

**GENERAL CHAIR:**

*Xiaoyan Zeng*, Huazhong University of Science & Technology,  
Wuhan, People's Republic of China

**GENERAL CO-CHAIRS:**

*Bo Gu*, IPG Photonics Corporation, Oxford, Massachusetts, USA

*Yongfeng Lu*, University of Nebraska-Lincoln, Lincoln, Nebraska, USA

*Andreas Ostendorf*, Ruhr-University of Bochum, Bochum, Germany

**STEERING COMMITTEE CHAIR:**

*Minlin Zhong*, Tsinghua University, Beijing,  
People's Republic of China

**LASER MATERIALS PROCESSING CONFERENCE CO-CHAIRS:**

*Lin Li*, The University of Manchester, Manchester, UK

*Minlin Zhong*, Tsinghua University, Beijing, People's Republic of China

**LASER MICRO, NANO AND ULTRAFAST FABRICATION CONFERENCE CO-CHAIRS:**

*Yongfeng Lu*, University of Nebraska-Lincoln, Lincoln, Nebraska, USA

*Henry Peng*, GE (China) Research & Development Center Co. Ltd.,  
Shanghai, People's Republic of China

**INTERNATIONAL ENTERPRISE SUMMIT CO-CHAIRS:**

*Bo Gu*, IPG Photonics Corporation, Oxford, Massachusetts, USA

*Rangda Wu*, Chutian Laser, Wuhan, People's Republic of China

Presented by:



**Laser Institute  
of America**

*Laser Applications and Safety*

www.laserinstitute.org  
Conferences@laserinstitute.org  
+1 407.380.1553

## About PICALO

The Pacific International Conference on Applications of Lasers and Optics (PICALO) focuses on the growth and application of lasers and optics in the Pacific region. PICALO brings together researchers, engineers, equipment suppliers, and industry personnel to hear the latest developments and progress in lasers and applications and to share knowledge, experiences, and visions. PICALO offers an exciting technical and social program in cities that represent laser growth in the Pacific region. PICALO features sessions on Laser Materials Processing and Laser Micro, Nano and Ultrafast Fabrication as well as the International Enterprise Summit.

## Who Should Attend PICALO?

Anyone interested in lasers and materials processing from the basic understanding of the interaction between a laser beam and a material, to those interested in how a process can be integrated and optimized for an application should attend this event. The organizing committee's goal for PICALO is to bring together both academic and industry people who may benefit from laser technology. This includes researchers and end-users as well as engineers and technicians engaged in developing laser technology.

**For program information please contact [conferences@laserinstitute.org](mailto:conferences@laserinstitute.org).**

## Sponsorship at PICALO

Sponsorship at PICALO gives your organization a unique opportunity to showcase your capabilities to both Chinese and International decision makers via networking opportunities, advertisements in the program guide, recognition during the event and a tabletop at the Wednesday sponsor reception. This is the only scheduled event during this time slot and all of the attendees will be present to learn about your company and to explain their needs to you. Attendees are researchers and executives from China, the Pacific Rim, Europe and North America.

### All Sponsorship Prices in US Dollars

#### Gold Level \$6,000 includes:

All items listed under Nickel Sponsorship

Plus:

- **One Additional Full Conference Registration** – Attend all technical sessions, receptions and networking events
- **Full Page Black & White Ad\*\*** in the Conference on-site Technical Digest
- **Distribution of Promotional Material** in conference satchel

#### Bronze Level \$3,000 includes:

All items listed under Nickel Sponsorship

Plus:

- **1/4 Page Black & White Ad\*\*** in the Conference on-site Technical Digest

#### Silver Level \$4,500 includes:

All items listed under Nickel Sponsorship

Plus:

- **1/2 Page Black & White Ad\*\*** in the Conference on-site Technical Digest
- **Distribution of Promotional Material** in conference satchel

#### Nickel Level \$1,500 includes:

- **Tabletop display** during Sponsor Reception (Wednesday, March 24) – This is the **only** scheduled event during this time slot.
- **Company Logo or Name** displayed on conference signage and promotional materials
- **Company Logo and Listing** in Conference on-site Technical Digest
- **Company Logo** featured in Advance Program
- **One Full Conference Registration** – Attend all technical sessions, receptions and networking events
- **Hotlink** to company website from PICALO website
- **Recognition** in the *LIA TODAY* Newsletter Special Conference Issue
- **A Pre/Post list** of PICALO attendees
- **LIA to present Sponsorship plaque**

\*\* LIA reserves the right to edit / approve ad content



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Sponsorship Agreement

Yes, my company wishes to participate as a sponsor.

Sponsorship Level (All prices in US dollars)

GOLD \$6,000

SILVER \$4,500

BRONZE \$3,000

NICKEL \$1,500

Information to be published:

Company Name:

Address:

City/State: Country: Postal Code:

Phone: Fax:

Company E-mail: Company Web Address:

Not published:

Conference Contact Person: Contact E-mail: (Will receive all exhibit information & guidelines) (All correspondence will be via e-mail unless you indicate otherwise)

Signature:

Please do not place tabletop next to

Method of Payment:

(\$750 Non-refundable deposit required; payment in full due November 15, 2009)

Mastercard Visa AMEX Company Check (Payable to LIA; please reference PICALO)

Name on credit card (please print):

Credit Card/Check #: Expiration Date:

Authorized Signature: Card Security Code\*:

\*The card security code (CSC) is a 3- or 4-digit number (not part of the credit card number) that appears on the back of the credit card (Security Code appears on the front of American Express). Payment will not be processed without CSC code.

Amount Authorized: \$ Charge Full Payment

Charge \$750 Non-refundable Deposit Charge Balance Due on November 15, 2009

Please initial: I have read and agree to all the terms and conditions stated in the attached PICALO Sponsor Program Policies.

Payment Terms: A \$750 non-refundable deposit is required to reserve sponsorship. Payment in full must be received by November 15, 2009 to guarantee placement in the Advance Program.

Refunds: Deposit of \$750 is non-refundable. Cancellations must be in writing and state company’s name and to whom check should be made payable. Refunds will not be issued if cancellation is received after November 30, 2009.

Please return completed application to Laser Institute of America, 13501 Ingenuity Dr., Suite 128, Orlando, FL 32826 USA or fax to +1 407.380.5588. If you have any questions regarding sponsorships please contact Kim Truelove ktruelove@laserinstitute.org or Dave Evans devans@laserinstitute.org +1 407.380.1553.

## About Wuhan

Wuhan, capital of the Hubei province, is known as China's Optical Valley. Wuhan is an important central city in China and is the political, economic, scientific, technological, and financial center in inland China. It is the largest base for the optical electronics and photoelectronics industries in China. The Optical Valley is located in the Wuhan East Lake High-Tech development zone. Wuhan's optical electronics industry encompasses optical communication, power and consumer optical electronics, as well as relevant software. The industry is on an upswing, with the production value growing by an average of 30 percent a year since 2001. Wuhan, one of the biggest commercial centers in inland China, is ranked third in the country for its comprehensive technology research and educational strengths, and its fiber-optic cable sector is currently third in the world in terms of manufacturing capability.

## Hotel Information:

Shangri-La Hotel  
700 Jianshe Avenue  
Hankou, Wuhan 430015  
People's Republic of China  
Website: [www.shangri-la.com](http://www.shangri-la.com)

PICALO 2010 will be held at the Shangri-La Hotel, Wuhan, located in the heart of the Hankou business district, just 25 minutes from Tianhe International Airport and 10 minutes from the Hankou Railway Station. The hotel's guestrooms and suites are the city's finest, with every guest receiving the gracious service for which Shangri-La is known around the world. Each room is elegantly appointed with luxurious bedding, modern bathrooms and the fine touches that make guests feel welcome and at home. The Shangri-La Hotel is a preferred destination for the world's most discriminating business and leisure traveler.

## Sponsorship Program Policies

Upon approval of this contract by an authorized Sponsor Program Representative, it is expressly understood that the Sponsor Program Participant (SPP) has read and agrees to abide by the following liability policies.

**Liability:** Laser Institute of America, referred to as LIA, and all organizations and individuals who are employed by or associated with it in connection with this Sponsor Program, will not assume responsibility and shall be held harmless by all SPPs for damage or loss resulting from fire, theft, or any other cause whatsoever, including accident or injury to SPPs, their employees and agents, the public, or others. The SPP agrees to pay promptly for any and all damages to the building or its equipment incurred through carelessness, or otherwise, of sponsor or his employees or agents.

**Location:** LIA reserves the right to determine final placement of the SPP's tabletop display within the reception area during the sponsor reception on March 24, 2010.

**Transportation/Setup:** All transportation and any other costs related to tabletop setup not explicitly offered by LIA are to be paid by the SPP.

**Losses:** LIA will not take responsibility for damage to SPP's property or lost shipments either incoming or outgoing, nor for moving costs. Damage due to inadequately packaged property is sponsor's own responsibility. If display materials fail to arrive, the SPP is still responsible for the space reserved as per this contract. Sponsors are advised to insure against these risks.

**Cancellations:** There will be a \$750 non-refundable deposit. A written request for a refund should state company's name and to whom check should be made payable. Requests for refund will not be honored if received after November 30, 2009.

**Open Houses, Plant Tours and other Off-site Activities:** SPP agrees that it will not sponsor, participate in or otherwise promote any open house, plant tour and/or other off-site hospitality activity during official conference hours. SPP further agrees that it will not pick up or deliver participants from the show site during conference hours. Inquiries for open houses or other such events held during non-show hours must be made in writing at least 30 days prior to the start of the show. Please contact the LIA conference department at [conferences@laserinstitute.org](mailto:conferences@laserinstitute.org) for more information.

**Termination of Exhibition:** In the event that the premises in which the Sponsor Program is or is to be conducted, shall become, in the sole discretion of LIA, unfit for occupancy, or in the event the holding of the tabletop display or the performance of LIA under the SPP Reservation Contract (of which these Rules and Regulations are a part) are substantially or materially interfered with by virtue of any cause or causes not reasonably within the control of LIA, said Contract and/or the Sponsor Program (or any part thereof) may be terminated by LIA. LIA shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of LIA. If LIA terminates said Contract and/or the Sponsor Program (or any part thereof) as aforesaid, then LIA shall not be liable to the sponsor other than for a prorated refund of such Sponsor Program registration fee, payment determined on the basis of the number of conference days remaining. For purposes hereof, the phrase "cause or causes not reasonably within the control of LIA" shall include, but not by way of limitation; fire, casualty, flood, epidemic, earthquake or inclement weather; explosion or accident; blockade or embargo; governmental restraints; restraints or orders of civil defense or military authorities; act of public enemy, riot, or civil disturbance; strike, lockout, boycott, or other labor disturbance; inability to secure sufficient labor, technical, or other personnel; failure, impairment, or lack of adequate transportation facilities; inability to obtain, or condemnation, requisition, or commandeering of necessary supplies or equipment; local state, or Federal law, ordinances, rule, order decree, or regulation, whether legislative, executive, or judicial, and whether constitutional or unconstitutional; or Acts of God.

NOTE: The Sponsor Program Guidelines with specific instructions, shipping information, etc. will be available approximately 60 days prior to PICALO.

Presented by:



**Laser Institute  
of America**

*Laser Applications and Safety*

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