IJCAI-2022

July 23-29, 2022

SPONSORSHIP AND EXHIBITION GUIDE



The International Joint Conferences on Artificial Intelligence, IJCAI, is the most prestigious international gathering of Artificial Intelligence researchers. Every year IJCAI is held in a different country jointly sponsored by the IJCAI organization and the national AI society of the host nation. **IJCAI-ECAI-22 will be held in Vienna, Austria.** This​ will be the 31st IJCAI and the second joint IJCAI-ECAI conference since 2018.

IJCAI-ECAI-22 will gather top AI researchers and experts from all over the world, will feature many in-person participants from around the globe. ​**We invite you to participate in the sponsor and exhibitor program for IJCAI-ECAI-22**. This will provide an excellent opportunity to demonstrate your brand to some of the world’s brightest minds working in Artificial Intelligence, Robotics, and Machine Learning – areas at the forefront of the world’s most exciting technological changes – your brand will additionally be exposed to millions of viewers and readers through media reports on the conference. While participating in the conference you will also have access to Vienna’s world-class dining, entertainment, and networking opportunities.

Your support of IJCAI-ECAI-22 will allow us to expand participation in IJCAI-ECAI-22 by, e.g., providing support to students, junior researchers and avail yourself of job-matching opportunities offered by the IJCAI Organization. This increased participation will in turn allow you to increase your brand awareness in the high-tech labour market.

Thank you for your interest in supporting IJCAI-ECAI-22 and we look forward to welcoming you to Vienna, Austria!

Yours sincerely,

IJCAI-ECAI-22 Local Arrangements Committee

# GENERAL INFORMATION

## Conference Dates

|  |  |
| --- | --- |
| Tutorials  | July 23-25 (Sat-Mon) |
| Workshops  | July 23-25 (Sat-Mon) |
| Main Technical Program  | July 26-29 (Tue-Fri) |
| Exhibit Program  | July 26-29 (Tue-Fri) |
| Industry Day  | July 27-28 (Wed-Thu) |
| Reception | July 25 (Mon) Evening |
| Banquet  | July 27 (Wed) Evening |
| Student Reception | July 28 (Thu) Evening |

## Venue

IJCAI-ECAI-22 will be held at the [Messe Wien](https://www.messe.at/?lang=en).

IJCAI-ECAI-22 will offer plenty space for exhibitions from sponsors and publishers. The nearby location of the coffee breaks and posters will serve to maximize participation and interest in the exhibits.

## Scope

Based on previous IJCAI conferences, we expect the attendance of over 3,000 participants, drawn from the world’s top technical universities, research labs, and applied industry companies.

The IJCAI-ECAI-22 technical standards are very high. Typically, only about 20% or less of submitted papers are selected for oral or poster presentation at IJCAI conferences. This means that our participants are drawn from the world’s best AI experts.

# OVERVIEW OF COLLABORATIONS

**Contact:** IJCAI-ECAI-22 Sponsorship Chairs:Emanuel Sallinger and Wolfgang Faber (sponsorships@ijcai-22.org) or

IJCAI Sponsorship Officer General: Chengqi Zhang (Chengqi.Zhang@uts.edu.au) and

IJCAI Sponsorship Co-Chair: Yu Han (han.yu@ntu.edu.sg)

## Objective of the Collaboration

IJCAI-ECAI-22 thanks all sponsors for their generous support which allows us to increase students’ and academic researchers’ support.

The easiest and most typical means by which sponsors may contribute to IJCAI-ECAI-22 is through a flat amount of funding towards the organization of the conference in general. IJCAI-ECAI-22 is pleased to offer several tiers of benefits to sponsors. In addition, the organizing committee will do its best to accommodate alternative forms of support. The intention of the IJCAI-ECAI-22 Local Arrangements Committee is to ensure that all sponsors receive the highest recognition in return for their generous support to the conference.

## Types of Collaborations

There are two types of collaborations available to IJCAI-ECAI-22 partners.

### Main Conference Collaboration

Sponsors of IJCAI-ECAI-22 enjoy various benefits, including free registrations to the full technical conference, exhibit spaces, and display of their company logo in printed materials, on signs, on the web site and in the official conference App. See sponsorship levels on the next page.

* **Exhibition** See exhibition information on Page 6.

A breakdown of all collaboration levels and benefits is on the next page. We also accept flat donations in any amount.

**How to Sponsor** ​

### Diamond: US$60,000

* 9 complementary full registrations (these include welcome reception, banquet, coffee-breaks, conference bag and access to technical program)
* 3 complementary exhibit stands
* Diamond sponsor representation in the Whova app
* optional presentation or demonstration during the industry sessions
* 8 pieces of advertisements in the Job Match program on the IJCAI-ECAI-22 webpage
* Plus, the display of the company's name and logo in:
	+ Printed materials, as schedule permits
	+ IJCAI-ECAI-22 website and proceedings
	+ IJCAI-ECAI-22 registration area
	+ Signs at appropriate conference events
* If the sponsor continues to sponsor IJCAI at Platinum level or above in past three conferences in a row,
	+ the logo of this sponsor will be also displayed in the IJCAI.org main webpage (<https://www.ijcai.org/>) for one year and
	+ the sponsor is entitled either two additional registrations or one additional exhibit stand

### Platinum: US$30,000

* 6 complementary full registrations (these include welcome reception, banquet, coffee-breaks, conference bag and access to technical program)
* 2 complementary exhibit stands
* Platinum sponsor representation in the Whova app
* optional presentation or demonstration during the industry sessions
* 6 pieces of advertisements in the Job Match program on the IJCAI-ECAI-22 webpage
* Plus, the display of the company's name and logo in:
	+ Printed materials, as schedule permits
	+ IJCAI-ECAI-22 website and proceedings
	+ IJCAI-ECAI-22 registration area
	+ Signs at appropriate conference events
* If the sponsor continues to sponsor IJCAI at Platinum level or above in past three conferences in a row,
	+ the logo of this sponsor will be also displayed in the IJCAI.org main webpage (<https://www.ijcai.org/>) for one year and
	+ the sponsor is entitled either two additional registrations or one additional exhibit stand

**Gold: US$20,000**

* 4 complementary full registrations (these include welcome reception, banquet, coffee-breaks, conference bag and access to technical program)
* 2 complementary exhibit stands
* Gold sponsor representation in the Whova app
* optional presentation or demonstration during the industry sessions
* 5 pieces of advertisements in the Job Match program on the IJCAI-ECAI-22 webpage
* access to the job matching program before the student reception
* Plus the display of the company's name and logo in:
	+ Printed materials, as schedule permits
	+ IJCAI-ECAI-22 website and proceedings
	+ IJCAI-ECAI-22 registration area
	+ Signs at appropriate conference events

**Silver: US$10,000**

* 2 complementary full registrations (these include welcome reception, banquet, coffee-breaks, conference bag and access to technical program)
* 1 complementary exhibit stand
* Silver sponsor representation in the Whova app
* 4 piece of advertisement in the Job Match program on the IJCAI-ECAI-22 webpage
* Plus, the display of the company's name and logo in:
	+ Printed materials, as schedule permits
	+ IJCAI-ECAI-22 website and proceedings
	+ IJCAI-ECAI-22 registration area
	+ Signs at appropriate conference events

**Bronze: US$5,000**

* 1 complementary full registration (these include welcome reception, banquet, coffee-breaks, conference bag and access to technical program)
* Bronze sponsor representation in the Whova app
* Plus the display of the company's name and logo in:
	+ Printed materials, as schedule permits
	+ IJCAI-ECAI-22 website and proceedings
	+ IJCAI-ECAI-22 registration area
	+ Signs at appropriate conference events

# INDUSTRY DAY SPONSORSHIP

**Contact:** IJCAI-ECAI-22 Industry Day Chairs: Christian Guttmann (christian.guttmann@nordicaiinstitute.com) and Yu Han (han.yu@ntu.edu.sg ) and Local Arrangements Committee IJCAI-ECAI-22 Industry Day Chairs: Gerhard Friedrich (Gerhard.Friedrich@aau.at) and Franz Wotawa (wotawa@ist.tugraz.at )

The Industry Day brings together researchers, entrepreneurs, and executives to exchange insights on the role of AI in consumer, corporate, and government applications. With talks by industry leaders, a panel and an exhibition of ongoing projects that leverages nearby major industry and research institutions, the Industry Days provide a unique opportunity for research and industry innovators to dialog about major trends in Cognitive Computing, Big Data Insight, and other overarching themes.

## Industry Day Special: US$10,000

This level of support would entail the following:

* 2 complementary registrations for Industry Days
* optional presentation or demonstration during the industry sessions
* Plus the display of the company's name and logo in:

○ Printed materials, as schedule permits

○ IJCAI-ECAI-22 website and proceedings

○ IJCAI-ECAI-22 registration area

○ Signs at appropriate conference events

## Donation

IJCAI-ECAI-22 will also accept flat donations in any amount.

# EXHIBITIONS

**Contact**​: IJCAI-ECAI-22 Exhibition Chairs:

Georg Dorffner (georg.dorffner@meduniwien.ac.at) and Bernhard Moser (Bernhard.Moser@scch.at)

An important type of support you may give to IJCAI-ECAI-22, independent of the other forms, is to participate as a main conference exhibitor. In this fashion you will increase your visibility to the academic and industrial community your positioning in the field and help provide conference participants with a concrete reference to your current uses, needs and opportunities for Artificial Intelligence.

Exhibitors will have a basic 3m x 3m stand space with basic power supply and display conditions detailed below.

**Basic Exhibitor Stand:**

**USD 5,000 for commercial exhibitors**

**USD 2,500 for publishers, universities and non-profit organizations**

This option includes:

* One table, two chairs and electrical switchboard (1.1kw/220v).
* Poster board (up to 3 feet wide, 6 feet high)
* One-line table-top identifier board with company name
	+ 1 ink, company logo not included
* One exhibitor pass
	+ Coffee-breaks and technical program included

**Extra Options (same prices for all sponsors and exhibitors):**

* Additional exhibitor pass (4-day)
	+ Coffee-breaks and technical program included
	+ US$500
* Additional 6 square meter space (subject to availability)
	+ Includes one table, two chairs
	+ US$2,000

Other extra options (extra tables and chairs, wall boards, spot-lights, etc.) are available from the conference venue.

Every effort will be made to assign the requested space according to the floor plan.

However, IJCAI-ECAI-22 cannot guarantee that the particular space requested will be available and/or assigned. Assignments will be made on a first-come, first-serve basis, and only after receipt of the contract form and the corresponding payment, (100% of total cost payable on application).

# HOW TO SPONSOR OR EXHIBIT

Thank you for your interest in supporting IJCAI-ECAI-22!

Please complete the appropriate commitment form as soon as possible to sponsorships@ijcai-22.org , or contact the exhibit or the sponsorship chairs by e-mail to discuss your requirements further.

## Payment method

Payment can be made by bank transfer in US Dollars ($), payable as follows:

|  |  |
| --- | --- |
| SWIFT code  | DEUTDE6FXXX  |
| IBAN code  | DE69 6807 0030 0140 0209 00  |
| Routing #  | 68070030  |
| Receiving Bank Address  | DEUTSCHE BANK AG, Global Transaction Banking, Theodor-Heuss-Str. 3, D-70174 (<=postal code) Stuttgart (city), Germany  |
| Name(s) on Receiving Account  | International Joint Conferences on Artificial Intelligence  |
| Address of Account Holder at Receiving Bank  | c/o Prof. Bernhard Nebel, Georges-Köhler-Allee 52, D-79110 Freiburg, Germany  |
| Account type  | Checking  |
| Email for payment notification  | nebel@ijcai.org​, ​vsfritz@ijcai.org  |

Bank fees must be paid by the sponsor or exhibitor. All invoices should be paid prior to arrival in the exhibition. We will not allow build-up if a balance is outstanding.

Confirmation of your sponsorship and stand space will be mailed to you together with an accompanying receipt for the amount received.

## Cancellations and Refunds

Cancellations prior to May 1, 2022 will be charged a 25% cancellation fee. T​hereafter, no refunds will be made.

## Insurance

Companies participating in the conference are required to take out appropriate insurance. IJCAI-ECAI-22 is not liable for any losses that sponsors or exhibitors experience as part of their participation in the conference.

**MAIN CONFERENCE**​ SPONSORSHIP APPLICATION

We want to make a contribution to the development of Artificial Intelligence by supporting the organization of the IJCAI-ECAI-22 conference.

Sponsorship Level (Diamond, Platinum, Gold, Silver, Bronze): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Confirm amount of sponsorship: USD\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization name to use in publicity material, if different:

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ State (if US): \_\_\_\_\_\_ Postal Code: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Country: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact person: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone: (+ ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please provide us also with a high-resolution electronic copy of the sponsor’s logo by email attachment to ​sponsorships@ijcai-22.org.​ The sponsor agrees to its use as outlined in the IJCAI-ECAI-22 Sponsorship Opportunities brochure.

On behalf of the Company, I consent and undertake to comply with the sponsorship rules and my obligations as a donor from the moment I sign this contract. I enclose a banker’s check made out to International Joint Conferences on Artificial Intelligence or a copy of the bank transfer made to the Account indicated in the Sponsorship Booklet.

Signature & Company Stamp:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_,

\_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, 20\_\_\_\_\_\_\_\_

**INDUSTRY DAY** ​ SPONSORSHIP APPLICATION

We want to make a contribution to the development of Artificial Intelligence by supporting the organization of the IJCAI-ECAI-22 conference.

Sponsorship Level (Special, Exhibitor): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Confirm amount of sponsorship: USD\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization name to use in publicity material, if different:

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ State (if US): \_\_\_\_\_\_ Postal Code: \_\_\_\_\_\_\_\_\_\_

Country: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact person: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone: (+ ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Signature & Company Stamp:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, 20\_\_\_\_\_\_\_\_

APPLICATION AND CONTRACT FOR ​**EXHIBITOR**

Check your organization type: Commercial (USD 5000) \_\_\_\_\_\_\_

 Nonprofit or publisher (USD 2500) \_\_\_\_\_\_\_

 Academic (USD 2500) \_\_\_\_\_\_\_

Indicate number of extras, or 0 for none: 4-day exhibitor pass (USD 500) \_\_\_\_\_\_\_

 Additional 6 sqm space (USD 2,000) \_\_\_\_\_\_\_

Confirm total order amount: USD\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Preferred booth number: (1st choice) \_\_\_\_\_\_\_\_\_\_\_ (2nd choice) \_\_\_\_\_\_\_\_\_\_\_ *IJCAI*-*ECAI-22 cannot guarantee preferred booth placement.*

Company/Organization: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Name that should appear on the booth and in publicity material, if different:

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ State (if US): \_\_\_\_\_\_ Postal Code: \_\_\_\_\_\_\_\_\_\_

Country: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact person: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone: (+ ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please provide us also with a high-resolution electronic copy of the sponsor’s logo by email attachment to sponsorships@ijcai-22.org​. The exhibitor agrees to its use as outlined in the IJCAI-ECAI-22 Sponsorship Opportunities brochure.

On behalf of the Company, I consent and undertake to comply with the sponsorship rules and my obligations as a donor from the moment I sign this contract. I enclose a banker’s check made out to International Joint Conferences on Artificial Intelligence or a copy of the bank transfer made to the Account indicated in the Sponsorship Booklet.

Signature & Company Stamp:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, 20\_\_\_\_\_\_\_\_

**DONATION**​ FORM

We want to make a contribution to the development of Artificial Intelligence by supporting the organization of the IJCAI-ECAI-22 conference.

Amount of donation: USD\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company/Organization name to use in publicity material, if different:

 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Country: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact person: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone: (+ ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please provide us also with a high-resolution electronic copy of the sponsor’s logo by email attachment to ​sponsorships@ijcai-22.org.​

On behalf of the Company, I consent and undertake to comply with the sponsorship rules and my obligations as a donor from the moment I sign this contract, and will send the donation to IJCAI-ECAI-22 via bank transfer as instructed in the IJCAI-ECAI-22 Sponsorship Booklet.

Signature & Company Stamp:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_,

 \_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, 20\_\_\_\_\_\_\_\_