

**Australasian Pig Science  
Association  
Conference 2019**

SPONSORSHIP PROSPECTUS

17<sup>th</sup>-20<sup>th</sup> November 2019



# INVITATION TO SPONSOR

On behalf of the Australasian Pig Science Association (APSA), we would like to take this opportunity to invite you to support and celebrate 32 years of APSA, being held at the Hilton, Adelaide, from 17<sup>th</sup>-20<sup>th</sup> November 2019.

APSA members consist of people from all aspects of pig research, management, production and processing. APSA members are represented throughout Australia and New Zealand, as well as Europe, North America and the Asia-Pacific region.

We anticipate that the conference will assemble more than 300 delegates.

The APSA Conference is open to anyone with an interest in pig science and production, regardless of where they are from or their particular field of interest.

If you have any further questions regarding the conference, please do not hesitate to contact myself 0402 794 912 or Kate Murphy on 07 3368 2422 or email [apsa@yrd.com.au](mailto:apsa@yrd.com.au).

Yours sincerely

Stuart Wilkinson  
President  
APSA Committee

# COMMITTEE

## President

Stuart Wilkinson

## Vice President

Robert Hewitt

## Secretary

Cameron Ralph

## Treasurer

Frank Dunshea

## Committee Members

John Pluske

Robyn Terry

Charles Rikard-Bell

Rebecca Athorn

## Immediate Past President

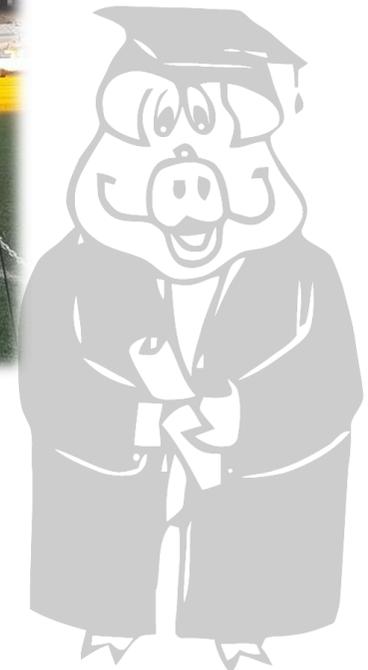
Patricia Mitchell

APSA Secretariat

Emalyn Loudon

Conference Manager

Kate Murphy



# CORPORATE PROSPECTUS

## WHAT IS THE AUSTRALASIAN PIG SCIENCE ASSOCIATION (APSA)?

The purpose of the Australasian Pig Science Association (Inc.) is to provide a forum for excellence in science related to all aspects of the pig industry. By promoting interaction between scientists from different disciplines and from different countries, APSA ultimately benefits the Domestic and International pig industry.

## WHAT IS THE APSA CONFERENCE?

The Australasian Pig Science Association (Inc.) (APSA) held its first conference in Albury, NSW, in 1987. Researchers working with pigs saw a need for a society that would bring together people from a range of disciplines all with a primary interest in pig science. The aim was to provide a forum for scientific discussion that would ultimately provide an impetus for further research in priority areas of pig production and ultimately improve overall pig productivity. Since that time APSA has met every two years, and the conference proceedings has gained an international reputation for the quality of its reviews and short papers. The aims of the association have changed little since its inception, although it now incorporates sessions at a more applied level for industry.

The idea for a conference on scientific aspects of pig production arose from informal discussions by scientists in Australia in the mid-1980's who expressed enthusiasm for an association that would draw together the many facets of pig research and production.

Since that time the conference has developed to a point where it now has a world-wide reputation as a forum for exchange of important issues relating to the pig industry. The meetings have a blend of basic and applied research covering every aspect, from nutrition to health, genetics to the environment and management. The meeting is attended by a good mix of scientists, consultants, industry support personnel and producers. We promote interaction between people from different disciplines and from different countries, so APSA ultimately benefits all aspects of the pig industry, particularly in Australia and New Zealand.

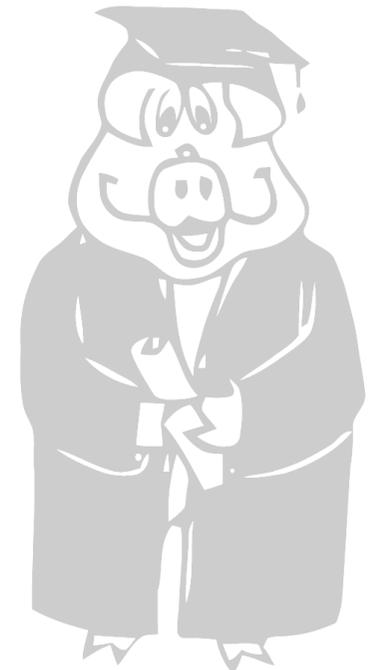
APSA recognises that much of the value of a conference is the opportunity to meet new people in the industry or to renew old acquaintances. The conference is therefore held in a relaxed atmosphere with ample opportunity to socialise with other attendees.

## THE OPPORTUNITY

APSA is expecting between 300 - 400 participants to attend the 2019 Conference in Adelaide after more than 350 delegates attended the 2017 Conference at the Grand Hyatt, Melbourne.

Only a small number of businesses and organisations will be invited to partner with us in our endeavour to provide a quality conference program and a wonderful experience. Sponsorship opportunities offered include the Principal, Diamond, Gold, Silver and Bronze packages. This will enhance the sponsor's impact and allow your business a clear avenue to be advertised.

The event schedule will commence on Sunday 17<sup>th</sup> November 2019 and incorporates three social functions.



## DELEGATE PROFILE

Being a sponsor of the APSA conference will provide your business with a unique opportunity to link directly to a broad scope of international and national delegates. The APSA delegates will be within a unique demographic of scientists, pig industry consultants, nutritionists, veterinarians and innovative pig producers, therefore providing sponsors with a key target marketing opportunity. While the majority of delegates come from Australia and New Zealand, almost one quarter now come from Asia-Pacific region, Europe and North America. This provides an excellent opportunity to not only learn what is happening in other parts of the international pig industry, but as a sponsor it also provides opportunities to promote your business interests worldwide.

Some sponsorship levels also include a number of complimentary conference registrations which will allow sponsors to be able to promote their business in a close and friendly environment.



*"This conference is a great opportunity to meet people across the entire industry"*

2017 Delegates

## MARKETING

APSA provides sponsor organisations with a unique opportunity to access a highly targeted and influential audience, throughout the event and conference activities.

The marketing campaign will include the following:

- All sponsor logos on conference website pre and post conference
- Direct emailed brochures
- Extensive email campaign
- Sponsor logos inserted in conference proceedings

**16**  
APSA  
2017  
conference  
melbourne australia

**Australasian Pig Science Association (Inc)**  
APSA 2017  
16<sup>th</sup> Biennial Conference  
Grand Hyatt Melbourne, Australia  
19<sup>th</sup> - 22<sup>nd</sup> November

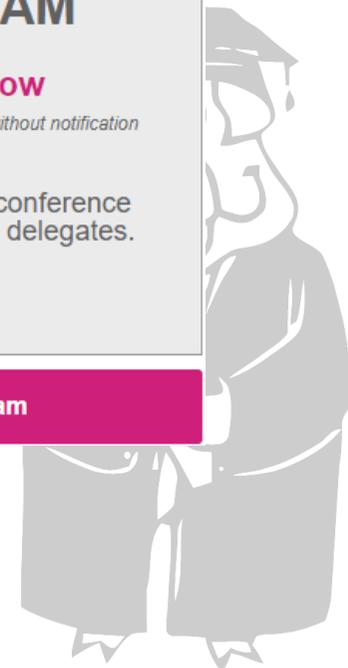
**CONFERENCE PROGRAM**  
Full Conference Program Out Now  
\*\*Please be aware this is a DRAFT and could change without notification

Start using the conference hashtag and join the conference conversation and connect with APSA conference delegates.

**#APSAlutely2017**

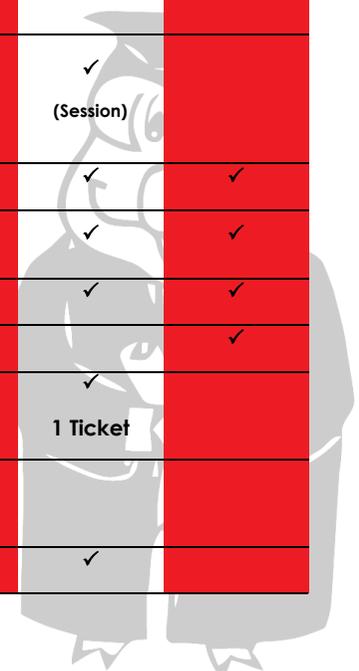
[Click Here To View The Conference Program](#)

SAMPLE OF DIRECT EMAIL BROCHURE



# SPONSORSHIP LEVELS AND ENTITLEMENTS

Sponsorship Benefits	Principal	Diamond	Gold	Gold	Gold	Silver	Bronze
		Gala Dinner	Networking Dinner	Welcome Reception	Dunkin Lecture		
Acknowledgement as the APSA Conference 2019 Principal Sponsor	✓						
Company name and logo predominately featured on the Conference Brochure, material mass media and internal media channels	✓						
Company logo on all delegate and speaker nametags	✓						
Company logo on all directional signage throughout the conference	✓						
Company name, logo and 400 word profile on conference website.	✓						
3 minute presentation (speaker to be supplied by your company) at your sponsored social function.	✓	✓	✓	✓	✓		
Company logo on conference website	✓	✓	✓	✓	✓	✓	✓
One A4 black and white advertisement included in the conference proceedings	✓	✓	✓	✓	✓	✓	
At the Conference, your banner will be on prominent display (to be supplied by sponsor)	✓	✓ (at Dinner)	✓ (Networking Dinner)	✓ (at Welcome Reception)	✓ (at Dunkin Lecture)	✓ (Session)	✓ (Break)
The inclusion of "Proudly sponsored by (your company)" on the Conference advertisements	✓						
The inclusion of "Proudly sponsored by (your company)" in the Conference Proceedings. (On pages specified)	✓	✓ (at Dinner)	✓ (at Networking Dinner)	✓ (at Welcome Reception)	✓ (at Dunkin Lecture)	✓ (Session)	
During the conference, a PowerPoint slide will be shown acknowledging your company as a Sponsor	✓	✓	✓	✓	✓	✓	✓
The inclusion of your company brochure or selected literature in the Conference Satchels (to be supplied by sponsor)	✓	✓	✓	✓	✓	✓	✓
Verbal acknowledgement during the Conference.	✓✓	✓	✓	✓	✓	✓	✓
Selection of morning tea, lunch or afternoon tea sponsorship (based on availability)							✓
Complimentary full registration to Conference (including attendance at the conference dinner and BBQ)	✓✓✓✓ 4 Tickets	✓✓ 2 Ticket	✓ 1 Ticket	✓ 1 Ticket	✓ 1 Ticket	✓ 1 Ticket	
Invitations to your social sponsored function		✓✓ 2 Tickets	✓✓ 2 Tickets	✓✓ 2 Tickets	✓✓ 2 Tickets		
Opportunity for pre-conference workshop (cost to be paid for by sponsor)	✓	✓	✓	✓	✓	✓	



# PRINCIPAL PACKAGE

**\$27,500 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Acknowledgement as the APSA Conference 2019 Principal Sponsor
- Company name and logo predominately featured on the Conference Brochure, material mass media and internal media channels
- Company logo on all delegate and speaker nametags
- Company logo on all directional signage throughout the conference
- Company name, logo and 400 word profile on official conference website
- Five(5) minute presentation during session (speaker to be supplied by your company)
- Company logo on conference website
- One (1) A4 black and white advertisement included in the conference proceedings
- At the conference, 2 of your banners will be on prominent display (to be supplied by sponsor)
- The inclusion of "Proudly sponsored by (your company)" on the conference advertisements
- The inclusion of "Proudly sponsored by (your company)" in the conference proceedings
- During the conference, a PowerPoint slide will be shown acknowledging your company as a Sponsor
- Verbal acknowledgement during the Conference at the Principal Sponsor

- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)
- First right of refusal for Principal Sponsor for 2021

## COMPLIMENTARY REGISTRATIONS

- Four (4) complimentary full registrations to the Conference (including attendance at social functions)

# DIAMOND PACKAGE - GALA DINNER

**\$7,700 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the 31<sup>st</sup> Anniversary Gala Dinner (Monday 18<sup>th</sup> November) including theming rights (to be supplied by sponsor)
- Three(3) minute presentation during conference (speaker to be supplied by sponsor, time slot allocated by committee)
- Company logo displayed on conference website
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)
- Corporate banner to be displayed in Conference Dinner room (to be supplied by sponsor)
- Corporate banner to be displayed in the main conference room
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings for the Conference Dinner

- During the conference, a PowerPoint slide will be shown acknowledging your company as the Conference Dinner sponsor
- Verbal acknowledgement of support during the introduction to dinner.
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)
- First right of refusal for Conference Dinner Package for APSA 2021

## COMPLIMENTARY REGISTRATIONS

- Two (2) complimentary conference registration which includes attendance at all social functions.
- Two (2) complimentary tickets to the Conference Dinner



## GOLD PACKAGE - NETWORKING DINNER

**\$6,600 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Networking Dinner (Tuesday 19<sup>th</sup> November)
- Three (3) minute presentation during conference (speaker to be supplied by sponsor, time slot allocated by committee)
- Company logo displayed on conference website
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)
- Corporate banner to be displayed at Networking Dinner (to be supplied by sponsor)
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings for the Networking Dinner
- During the conference, a PowerPoint slide will be shown acknowledging your company as the Networking Dinner sponsor
- Verbal acknowledgement of support during the introduction to the Networking Dinner
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)
- First right of refusal for Networking Dinner Package for APSA 2021.

### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary conference registration which includes attendance at all social functions.
- Two (2) complimentary tickets to the Networking Dinner

## GOLD PACKAGE - WELCOME RECEPTION

**\$6,600 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Welcome Reception (Sunday 17<sup>th</sup> November)
- Three(3) minute presentation during conference (speaker to be supplied by sponsor, time slot allocated by committee)
- Company logo displayed on conference website
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)
- Corporate banner to be displayed at Welcome Reception (to be supplied by sponsor)
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings for the Welcome Reception
- During the conference, a PowerPoint slide will be shown acknowledging your company as the Welcome Reception sponsor
- Verbal acknowledgement of support during the introduction to the Welcome Reception
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)

### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary conference registration which includes attendance at all social functions.
- Two (2) complimentary tickets to the Welcome Reception

## GOLD PACKAGE - DUNKIN LECTURE

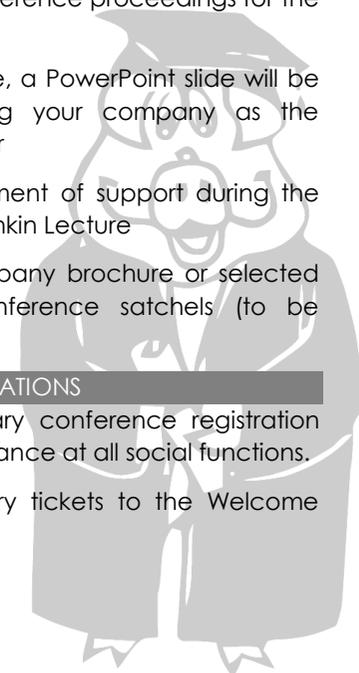
**\$6,600 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Dunkin Lecture (Sunday 17<sup>th</sup> November)
- Three(3) minute presentation during conference (speaker to be supplied by sponsor, time slot allocated by committee)
- Company logo displayed on conference website
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)
- Corporate banner to be displayed at Dunkin Lecture (to be supplied by sponsor)
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings for the Dunkin Lecture
- During the conference, a PowerPoint slide will be shown acknowledging your company as the Dunkin Lecture sponsor
- Verbal acknowledgement of support during the introduction to the Dunkin Lecture
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)

### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary conference registration which includes attendance at all social functions.
- Two (2) complimentary tickets to the Welcome Reception



# SILVER SESSION OR SPEAKER

**\$4,600 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive naming rights to your company's selected session (printed in conference program)
- Choice of one of the below:
  - Session sponsorship
  - Poster Session (2 available)
  - Speaker
  - Lunches (3 available)
  - Other
- Company logo displayed on conference website
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)
- At your selected session, your banner will be on prominent display (to be supplied by sponsor) or your logo will be displayed against the sponsored speaker
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings
- During the conference, a PowerPoint slide will be shown acknowledging your company as a sponsor
- Verbal acknowledgement of support during sponsored session
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)

## COMPLIMENTARY REGISTRATIONS

- One (1) complimentary conference registration which includes attendance at all social functions.

# BRONZE PACKAGE

**\$2,600 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive naming rights to your company's selected sponsored break (printed in Conference program)
- Selection of morning tea or afternoon tea sponsorship including selection of day (based on availability)
- Company logo displayed on conference website
- At your selected break, your banner will be on prominent display (to be supplied by sponsor)
- The inclusion of 'proudly sponsored by (your company)' in the conference proceedings
- Display of company logo on power point slide acknowledging your company as a catering sponsor at the beginning of the break.
- Verbal acknowledgement of support prior to sponsored catering break.
- Inclusion of your company brochure or selected literature in the Conference satchels (to be supplied by sponsor)
- Rotating slide throughout the meeting recognizing you as USB sponsor



# COFFEE CART

**\$5,500 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- A favourite meeting spot where people assemble and your logo can have a great presence
- Recognition as Coffee Cart sponsor on Conference website and in Program Book
- Rotating slide throughout the meeting recognising coffee cart sponsor
- Opportunity to supply branded coffee cups (to be supplied by the sponsor)

# MICROPHONE (CATCH BOX™) SPONSOR

**\$5,500 INCL. GST**

## EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- An amazing opportunity throughout the conference during session time, floor microphones with your company logo on it
- Recognition as Microphone sponsor on Conference website and in Program Book
- Rotating slide throughout the meeting recognising microphone sponsor
- Opportunity to supply 2 branded "Catch Box™" covers (to be supplied by the sponsor)

*"A good selection and variety of speakers and presentations"*

2017 Delegate

## LANYARD

**\$4,600 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to supply and brand the conference lanyard which all delegates wear for the duration. Cost of lanyard is at the expense of sponsor
- Recognition as lanyard sponsor on Conference website and in Program Book
- Rotating slide throughout the meeting recognizing you as the Pen & Notebook sponsor

## PEN & NOTEBOOK

**\$4,400 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to supply and brand pen and notebook for all delegates to be placed on the table
- Recognition as Pen & Notebook sponsor on Conference website and in Program Book
- Rotating slide throughout the meeting recognizing you as the Pen & Notebook sponsor

*"APSA continues to be a world class conference"*

*"Well done to the committee, APSA has one of the best vibes of any conference I go to"*

2017 Delegates

## CONFERENCE APP

**\$4,400 INCL. GST**

### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Logo on conference mobile app for iPhones, androids and tablets
- Sponsor profile in delegate satchel
- Rotating slide throughout the meeting recognizing you as the Conference App sponsor
- Corporate banner to be displayed in Conference Dinner room (to be supplied by sponsor)
- One (1) A4 page black & white advertisement in conference proceedings (artwork to be supplied by sponsor)

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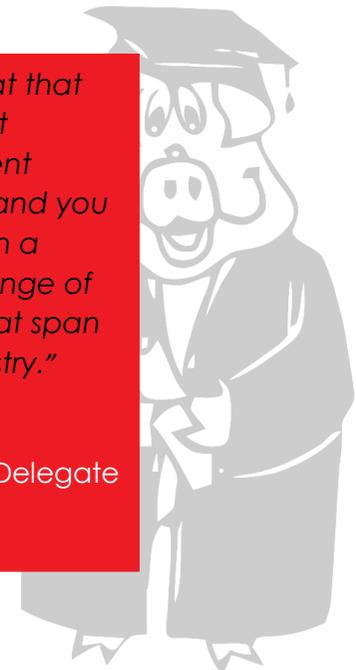
*Please note all sponsorship prices include GST. All packages include the opportunity to insert one (1) item of company promotional material in all delegate conference satchels (to be supplied by sponsor) Acceptable promotional material for distribution include: brochures, pens, flyers, small booklets or pamphlets, mouse pads, key rings, corporate promotional items etc. Organisations wishing to discuss alternate sponsorship opportunities should contact Kate Murphy on 07 3368 2422 or email [apsa@yrd.com.au](mailto:apsa@yrd.com.au).*

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*"It is great that there isn't concurrent sessions and you can learn a broad range of things that span the industry."*

2017 Delegate



COMPANY NAME: \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_

POSITION: \_\_\_\_\_ ABN: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

STATE: \_\_\_\_\_ POSTCODE: \_\_\_\_\_ PHONE: \_\_\_\_\_

FAX: \_\_\_\_\_ MOBILE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

Please email your logo to [apsa@yrd.com.au](mailto:apsa@yrd.com.au)

To ensure your participation at the APSA 2019 Conference please choose from the options listed below, complete the payment details and return as soon as possible to confirm your application for sponsorship. Please tick the package(s) your company would like to sponsor (refer to the above for details):

**Yes, we would like to participate as the following sponsor of this conference (please tick):**

		Please select	Amount
Principal Sponsor	\$27,500.00 (Incl. GST)	<input type="checkbox"/>	_____
Diamond Package – Gala Dinner	\$7,700.00 (Incl. GST)	<input type="checkbox"/>	_____
Gold Package – Networking Dinner	\$6,600.00 (Incl. GST)	<input type="checkbox"/>	_____
Gold Package – Welcome Reception	\$6,600.00 (Incl. GST)	<input type="checkbox"/>	_____
Gold Package – Dunkin Lecture	\$6,600.00 (Incl. GST)	<input type="checkbox"/>	_____
Silver Session or Speaker	\$4,600.00 (incl GST)	<input type="checkbox"/>	_____
Please indicate session:			
<input type="checkbox"/> Lunch (Mon/Tues/Wed)	<input type="checkbox"/> Plenary Session	<input type="checkbox"/>	
<input type="checkbox"/> Poster Session	<input type="checkbox"/> Speaker		
Bronze Package	\$2,400.00 (Incl. GST)		_____
Please indicate preference catering:			
<input type="checkbox"/> morning tea (Mon/Tues/Wed)		<input type="checkbox"/>	
<input type="checkbox"/> afternoon tea (Mon/Tues)			
Coffee Cart Sponsorship	\$5,500.00 (Incl. GST)	<input type="checkbox"/>	_____
Microphone Sponsor	\$5,500.00 (incl. GST)	<input type="checkbox"/>	_____
Conference APP Sponsor	\$4,400.00 (Incl. GST)	<input type="checkbox"/>	_____
Lanyard Sponsor	\$4,600.00 (Incl GST)	<input type="checkbox"/>	_____
Pen & Notebook Sponsor	\$4,400.00 (Incl GST)	<input type="checkbox"/>	_____
	Subtotal Incl. GST		\$ _____
	TOTAL		\$ _____



# TERMS AND CONDITIONS

## 1. Definitions

'Agreement' means an agreement made in accordance with the Exhibitor Space Agreement and Contract Form.

'Co-Exhibitor' means any person, firm, body corporate, unincorporated association or authority that is exhibiting their own products or services on the table top of an Exhibitor and includes all employees, agents and representatives of such person, firm, body corporate, unincorporated association or authority.

'Exhibition' means the event, "2019 Australasian Pig Science Association Conference", which will take place at Hilton Adelaide, Australia from 17-20 November 2019.

'Exhibitor' means any person, firm, body corporate, unincorporated association or authority that is allocated space by the Organiser in the Exhibition and includes all employees, agents and representatives of such person, firm, body corporate, unincorporated association or authority.

'Organiser' means APSA and its employees, agents and representatives.

## 2. Agreement for Participation and Acceptance

a) A binding contract comes into existence in accordance with the Agreement and these Terms and Conditions upon the Organiser's acceptance of the Agreement.

b) The Organiser may reject any Agreement or accept such Agreement in respect of a reduced display space or different table top location or both.

c) Upon acceptance of an Agreement, the Exhibitor will be granted a non-exclusive licence to exhibit at the Exhibition with no right to grant sub-licences.

d) The Organiser reserves the right to alter, at any time, the size, shape or position of the floor plan as may be necessary for the best interests of the Exhibition. The Organiser will reduce the fee payable by any Exhibitor whose display space is reduced.

e) Exhibits must, in the Organiser's opinion, fall within the scope of the Exhibition. No other exhibits or products are to be displayed without the prior written consent of the Organiser.

## 3. Rental of Table Tops, Design and Signs

a) The fee does not include the following: connections for electricity, water, gas, waste, compressed air, loading and handling equipment and staff, advertising catalogue or handbill, telephone, insurance, electric current, cleaning of exhibits or any State and Federal taxes levied on this agreement including stamp duty, unless otherwise stated by the Organiser in writing.

b) The design of all exhibits and their weight and character is subject to the prior approval of the Organiser. The Organiser may, at the Exhibitor's expense, remove or alter any table top or exhibit that does not meet with the Organiser's approval.

c) The Exhibitor must have their display space ready, with all exhibits completed and available for display by the time specified by the Organiser before the opening of the Exhibition.

d) The Exhibitor is, at all times during the Exhibition:

i) Required to keep their table top open to view and properly staffed by competent representatives.

ii) Responsible for the maintenance of their table top and display space in a clean and tidy condition.

iii) Required to conduct any business from their display space only and to keep passageways in front of their display space free from obstruction.

iv) Prohibited from disposing of or parting with stock on display for cash payment (including food, drink, tobacco or promotional aides), unless prior written consent is obtained from the Organiser.

v) Prohibited from holding or allowing to be held an auction, lottery, game of chance or sideshow.

vi) Prohibited from sublicensing, sharing or parting with possession of their display space.

vii) Prohibited from operating any type of machinery or equipment at a sound level, which in the Organiser's sole opinion, is likely to cause nuisance or annoyance to other Exhibitors or visitors.

viii) Prohibited from doing anything, which, in the opinion of the Organiser, may bring discredit upon the Exhibition.

e) The Organiser will send the Exhibition Information Manual to all Exhibitors. The Exhibition information manual forms an integral part of these Terms and Conditions.

f) Handbills, advertisements and printed matter are subject to the prior approval of the Organiser.

g) The Organiser reserves all photographic rights in relation to the Exhibition.

h) No article of a dangerous character can be taken in to the Exhibition except with the Organiser's prior written approval.

i) The Organiser reserves the right to refuse any person admission to the Exhibition without assigning any reason. The Exhibitor will ensure that passes, which will be supplied to their staff on request, are not misused or lent to other persons.

## 4. Co-Exhibitors

a) The Exhibitor must ensure that Co-Exhibitors make a written agreement to the Organiser. Such agreement will be subject to the rules specified in clause.

b) Co-Exhibitors will be bound by the terms of the relevant Exhibitor's Agreement and these Terms and Conditions, with the necessary changes.

c) The Exhibitor may not assign its rights under this agreement without the Organiser's prior written consent.

d) The Exhibitor is liable for any default on the part of a Co-Exhibitor.

## 5. Terms of Payment

a) The Exhibitor must pay the fee on the due date set out in the Agreement.

b) The Exhibitor's agreement will be terminated if the Exhibitor defaults in the payment of the fee by the dates specified in the Agreement. The Exhibitor will not be entitled to any form of compensation whatsoever, whether for loss of profits or otherwise.

## 6. Withdrawals

The Exhibitor will not withdraw, cancel, alter or reduce in any way their Agreement. However, the Organiser may, in its sole discretion, grant partial refunds to Exhibitors who give the Organiser written notice of their intention to withdraw from the Exhibition as follows:

Months' written notice before start of Exhibition Refund

i) More than 3 months - 70%

ii) More than 2 months to 3 months - 20%

iii) 2 months or less - 0%

## 7. Movement of Exhibits

a) The Exhibitor will bear the responsibility and expenses for:

i) The transport of exhibits to the Exhibition venue;

ii) The security of the table top and exhibits; and

iii) The storage and warehousing of the exhibits, subject to the approval of the Organiser.

b) The Exhibitor will follow the Organiser's directions about access to the Exhibition venue, the use of particular entrances and exits, the delivery and removal of exhibits at particular dates and times and the short and long term parking of vehicles.

c) The Exhibitor will ensure that no exhibit is removed from the Exhibition venue before the conclusion of the Exhibition.

## 8. Insurance and Indemnity

a) Exhibitors will obtain insurance, including public liability insurance, to the reasonable satisfaction of the Organiser for the period from the date of this agreement until all of the Exhibitor's table tops and exhibits have been properly removed to the satisfaction of the Organiser. The Exhibitor will, on demand, provide to the Organiser evidence of the Exhibitor's insurance coverage. The exhibitor will not be allowed to exhibit without proof of insurance.

b) The Exhibitor will indemnify the Organiser against any cost, claim, liability, loss, damage, proceeding and expense whatsoever to which the Organiser, its directors, officers, contractors, employees and agents are in any way subject arising from or in connection an act or omission of the Exhibitor (or of any Co-Exhibitor, contractor, director, officer, employee, or agent of the Exhibitor) including, without limitation, liability in relation to personal injury, damage to or theft of property, or economic loss.

c) The Organiser will not be liable in any way whatsoever for any cost, claim, liability, loss damage, proceeding and expense whatsoever arising from or in connection with the Exhibition or the Exhibitor, including, without limitation, liability in relation to personal injury, damage to or theft of property, economic loss, any conditions or restrictions that affect the construction, erection, completion, alteration or dismantling of a table top or exhibit, the failure of any service at the Exhibition venue and the cancellation or part-time opening of the Exhibition either as a whole or in part.

## 9. Damage to the Exhibition Venue

The Exhibitor will take good care of and will not cause any damage or permit or suffer any damage to be done to the Exhibition venue or to any part or parts thereof or to any fittings, equipment or other property therein. The Exhibitor will make good and compensate the owner of the Exhibition venue for damage (including accidental damage and damage by fire) caused by any act or omission of the Exhibitor or other persons arising from or in connection with the use of the Exhibition venue by the Exhibitor.

## 10. Compliance

The Exhibitor will comply with all applicable laws and regulations and all reasonable directions from the Organiser and the owner of the Exhibition venue.

## 11. Default

Any breach of this agreement by the Exhibitor will result in the exclusion of the Exhibitor from the Exhibition, and the Organiser may, at the Exhibitor's expense, remove the Exhibitor's table top and exhibits from the Exhibition, and the Exhibitor will have no right to claim compensation or demand refund of the fee, loss or expenses, nor shall the Exhibitor be released from their contractual obligations. All exhibits are subject to a general lien in favour of the Organiser for sums, whether for unpaid fees or otherwise, due from the Exhibitor to the Organiser. Time is of the essence in this agreement.

## 12. Force Majeure

If the holding of the Exhibition or the supply of any services in relation to the Exhibition is prevented, delayed or abandoned by strikes, riots, lockouts, trade disputes, acts of restraint of foreign governments or other causes not within the control of the Organiser then it is agreed that the Organiser will not be held responsible for any loss of trade or profit consequent upon such cause.