



AUSTRALIAN
SMALL ANIMAL
VETERINARIANS



SHEEP, CAMELID
AND GOAT
VETERINARIANS



AUSTRALIAN VETERINARY
BEHAVIOUR
INTEREST GROUP

ASAV, SCGV AND AVBIG
COMBINED CONFERENCE 2018
THE ABDOMEN AND BEYOND

**Sponsorship and
Exhibition Prospectus**

12–16 August 2018

Melbourne Convention Centre

1 Convention Centre Place,
South Wharf, Victoria, 3006

Book online @
asavconference.com.au

KNOWLEDGE

AVA



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Conference secretariat

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About the conference

In 2018, the 45th Australian Small Animal Veterinarian (ASAV) Conference is combining with two growing special interest groups of the Australian Veterinary Association (AVA) in recognition of the changing nature of today's small animal veterinarian.

These groups are:

- SCGV (Sheep, Camelid and Goat Veterinarians)
- AVBIG (Australian Veterinary Behaviour Interest Group)

Many small animal vets are increasingly being exposed to sheep, goats and alpacas in the peri-urban areas around major cities. In addition to this, most small animal consultations seen by a general practitioner have a behavioural component to them.

We are excited to announce the first
ASAV, SCGV and AVBIG Combined Conference:
The Abdomen and Beyond

The conference will still have a strong small animal veterinarian focus, with the expectation of over 300 ASAV members in attendance.

The addition of both a four-day SCGV stream and a two-day AVBIG stream will provide delegates with the ability to cross over between a variety of topics they find interesting.

As industry supporters we are confident that this conference will provide you with maximum exposure of your products and services and an increased return on investment with the expectation of 500 veterinary delegates throughout the four-day conference program.





About ASAV

The Australian Small Animal Veterinarians (ASAV) is the largest special interest group of the Australian Veterinary Association (AVA) and represents veterinarians who are dedicated to excelling in small animal practice. AVA has a membership of 9,000 + veterinary professionals of which 2,000 are members of ASAV.

In 2017, ASAVA had a name change to ASAV, which can now be expanded to Australian Small Animal Veterinarians.

Companion animal vets around Australia look to ASAV for services to maintain and increase their skills and knowledge. Continuing professional development in all areas of clinical veterinary medicine is a key service provided by the group.



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About SCGV

As at 1 July 2017, Australian Sheep Veterinarians (ASV) and Australian Alpaca Veterinarians (AAV) have merged to become the Sheep, Camelid and Goat Veterinarians (SCGV), a special interest group of the Australian Veterinary Association Ltd. SCGV aims to:

- promote the professional development of sheep, camelid and goat veterinarians,
- to raise the standards of sheep, camelid and goat veterinary practice and,
- improve the health, welfare and productivity of the sheep, camelid and goat industries within Australia.



SHEEP, CAMELID
AND GOAT
VETERINARIANS

About AVBIG

The Australian Veterinary Behaviour Interest Group (AVBIG) aims to improve human and animal welfare by increasing the understanding of animal behaviour and its significance in veterinary science.

Far from being a small niche of veterinary medicine, behavioural problems remain a leading cause of euthanasia in young pets and most consultations seen by a general practitioner have a behavioural component to them.

A greater understanding of behavioural medicine will lead to improved animal welfare and strengthening of the human-animal bond.



AUSTRALIAN VETERINARY
BEHAVIOUR
INTEREST GROUP

Location: Melbourne Convention Centre



Set on the shores of picturesque Port Phillip Bay, the southern-most city of mainland Australia is Melbourne; a creative, exciting, ever-changing city with extraordinary surprises to be discovered around every corner.

The city has an unrivalled calendar of major events, progressive dining scene, hidden laneways and art spaces, and unique regional escapes are just a short drive away.

Veterinary professionals coming to Melbourne will have no trouble filling their downtime when in town and will find it easy and convenient to experience the energy and vibrancy of the world's most liveable city. Melbourne is Australia's undisputed event, sport, culture and food capital; a city with a European approach to style and a lifestyle that puts it in the fast lane.

The 2018 ASAV combined conference will be held at the Melbourne Convention Centre which was recognised as Australasia's Leading Meetings and Conference Centre in 2012, 2013 and 2014 by the prestigious World Travel Awards.

Exhibition area: Melbourne Rooms 1 & 2 (level 2)

ASAV & plenary: Plenary 3 (level 1 & ground access)

SCGV: Room 203 (level 2)

AVBIG & breakfast sessions: Room 110 (level 1)





Who will attend

With approximately 80% of all practising veterinarians working in small animal based hospitals and clinics, the ASAV annual conferences provides industry partners with the opportunity to meet face-to-face with a large segment of veterinarians in Australia.

This conference will give access to an additional two Special Interest Groups (SIGs) within the AVA:

- 10% of ASAV, SCGV and AVBIG members are members of more than one of these groups; giving them more reasons to attend.

We are expecting more than 500 delegates in attendance over the week:

- 300-350 from the small animal group
- 80-100 from the sheep, camelid and goat group
- 80-100 from the behavioural group
- 78% of previous 2016 ASAV conference attendees have indicated that they have influence on decisions of new products and services for their place of work.

This conference offers you the chance to demonstrate your products and services to vets, from practice owners right through to the rising stars of the profession, the recent graduates.

Delegates by occupation



43%
Practice
employee



26%
Practice
owner



24%
Recent
graduate



4%
Industry
veterinarian



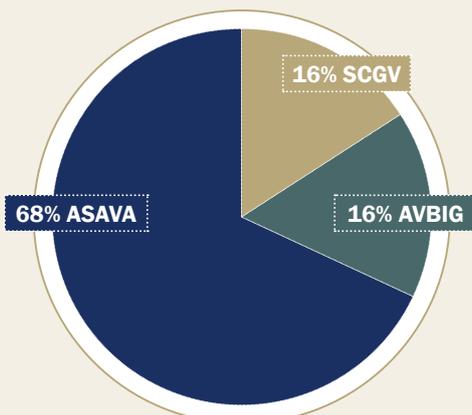
2%
Student



1%
Academic

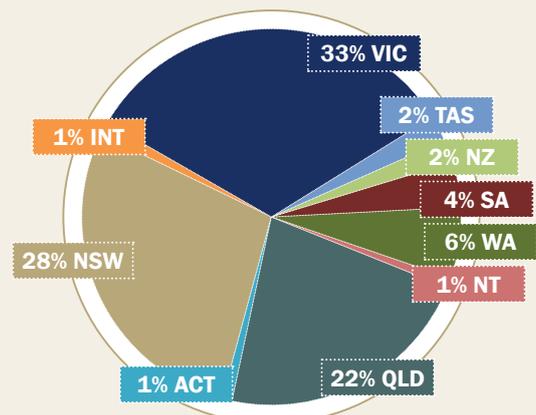
Source: ASAVA Conference 2016 delegate data

Delegates by SIG



Estimate

Delegates by Location



Source: ASAVA Conference 2016 delegate data



What delegates say

“Highly recommended conference for anyone working with companion animals - mixed or small animal only practices and recent or older graduates. Great practical information that you can begin using immediately in your day to day work.”

ASAVA 2016 Delegate

“It was a great week, excellent programme, with interesting exhibitors, fabulous speakers, and really good food and drinks!”

ASAVA 2016 Delegate

“What a fantastic conference! Being my first ASAVA conference I wasn’t sure what to expect but the lectures were very practical for clinicians and the content was great. The recent graduate dinner was an absolute highlight!”

Recent graduate delegate ASAVA 2016

“Great speakers presenting clinically relevant material, good food, and a wonderful collegial atmosphere. Thank you.”

ASAVA 2016 Delegate

“A rewarding, educational week that gave my career the boost it needed. An excellent variety of relevant topics to suit all small animal practitioners.”

ASAVA 2016 Delegate



92% of delegates rated the quality of the exhibition as good or great

Source: ASAVA 2016 and FASAVA 2017



“Many urban fringe and rural small animal practitioners have clients with sheep, alpaca and goats. This combined conference provides the opportunity for them to hear from experienced veterinarians across the spectrum of species, allowing them to expand their clinical offerings. Similarly, companies selling products across the spectrum can benefit from exposing these clinicians to the breadth of their product range.

Ultimately, expanding the reach of these veterinarians will lead to improvements in the biosecurity of Australia’s animal industries, from the health and welfare leaders of these industries (AVA).”

Robert Suter, President, SCGV



Why you should participate

Brand alliance

Align your brand with cutting edge continuing professional development and innovation.

Product promotion

Showcase your products to an audience that is keen to learn and receptive to new ideas.



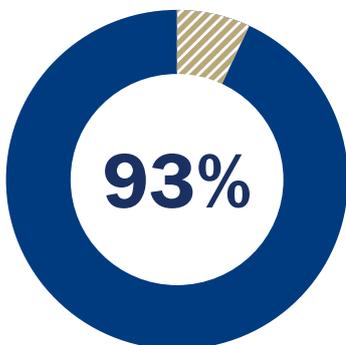
Personal contact

Meet face-to-face with customers and decision makers.

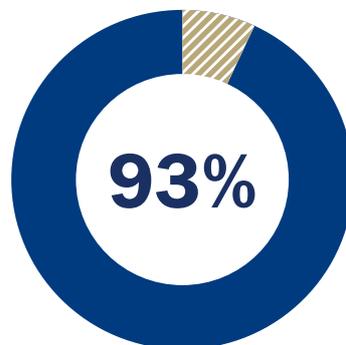
Brand exposure

This year's conference will have the second biggest variety of delegates for 2018.

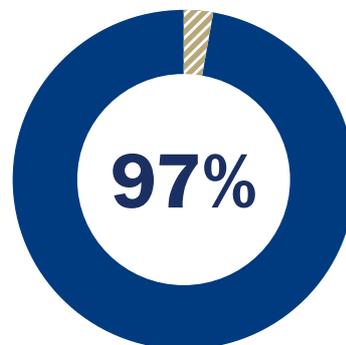
Expect 500 delegates with specialties from a range of small animal, behaviour and sheep, camelid and goat veterinarians.



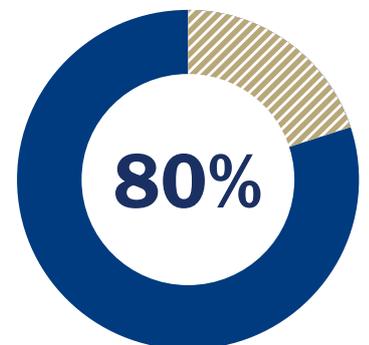
of exhibitors surveyed achieved their objectives by attending the conference



of exhibitors surveyed rated the opportunity to interact with delegates either good or great



of exhibitors surveyed rated the organisation of the exhibition as good or great



of exhibitor's surveyed rated the conference good or great



The ASAV, SCGV and AVBIG Combined Conference is one of the largest veterinarian education events in 2018.



Participation in this Conference allows access to different markets in one event.



Local and international speakers to attract delegates.



Participation as a sponsor and/or exhibitor ensures access to the people with buying power – delegates at this conference will include 500 leading professionals in their fields.



The large trade stands allow the perfect platform to demonstrate new equipment or to promote new drugs, services and techniques, particularly if you alert members prior to the conference.



You can showcase your products and services to your target audience in a captive environment.



NEW: Opportunity for industry to present research findings directly to members attending the conference.
Visit asavconference.com.au for more information.



You can introduce new personnel to your existing customers.



Network in a relaxed and social environment at one of our many social events.

Book online @ asavconference.com.au



Medallion sponsorship opportunities

Maximise your visibility to your target audience by investing in one of our medallion sponsorship packages.

Benefits begin now and continue post conference. This year, your messages will be communicated across three special interest groups in the lead up to the conference with the implementation of our integrative marketing campaign. This is an increase of 30% from 2016 ASAVA Conference.



Platinum sponsorship

Under Contract

Thank you Provet

Included benefits:

- Acknowledgement as the platinum sponsor
- Preferential treatment regarding stand allocation
- 54sqm of exhibition space
- Fourteen (14) full exhibitor registrations including attendance at scientific sessions, exhibition, networking drinks, welcome drinks, ASAV Awards and SCGV 'Galah' dinner and farewell drinks
- Acknowledgement on selected printed material leading up to and during the conference
- Company logo and branding on selected conference materials
- Company logo on conference signage
- Logo and branding on conference website
- Two Facebook posts
- Two conference related articles in conference e-newsletter
- Three (3) full page advertisement in the conference electronic proceedings
- Three (3) full page advertisements in the A5 conference exhibition guide
- Two (2) double sided perforated coupons in the A5 conference exhibition guide
- One logo placement in the conference pocket program
- Verbal acknowledgement (opportunities to be determined)



Gold sponsorship

\$32,000

(incl GST)

Limited opportunities

Included benefits:

- Acknowledgement as a gold sponsor
- Preferential treatment regarding stand allocation
- 36sqm of exhibition space
- Six (6) full exhibitor registrations including attendance at scientific sessions, exhibition, networking drinks, welcome drinks, ASAV Awards and SCGV 'Galah' dinner and farewell drinks
- Acknowledgement on selected printed material leading up to and during the conference
- Company logo and branding on selected conference materials
- Company logo on conference signage
- Logo and branding on conference website
- One conference related article in conference e-newsletter

Support the professional body that supports you.

- One (1) full page advertisement in the conference electronic proceedings
- One (1) double sided advert or perforated coupon in the A5 conference exhibition guide
- One logo placement in the conference pocket program
- Verbal acknowledgement (opportunities to be determined)

Silver sponsorship

\$22,500

(incl GST)

Limited opportunities

Included benefits:

- Acknowledgement as a silver sponsor
- Preferential treatment regarding stand allocation
- 18 sqm of exhibition space
- Four (4) full exhibitor registrations including attendance at scientific sessions, exhibition, networking drinks, welcome drinks, ASAV Awards and SCGV 'Galah' dinner and farewell drinks
- Acknowledgement on selected printed material leading up to and during the conference
- Company logo and branding on selected conference materials
- Company logo on conference signage
- Logo and branding on conference website
- One conference related article in conference e-newsletter
- One (1) full page advertisement in the conference electronic proceedings
- One (1) full page advert in the A5 conference exhibition guide
- One (1) logo placement in the conference pocket program
- Verbal acknowledgement (opportunities to be determined)

Bronze sponsorship

\$13,700

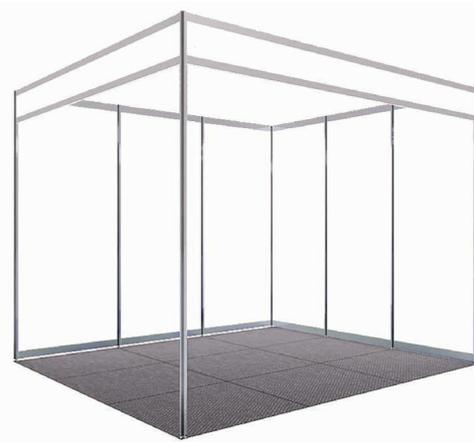
(incl GST)

Limited opportunities

Included benefits:

- Acknowledgement as a bronze sponsor
- Preferential treatment regarding stand allocation
- 9 sqm of exhibition space
- Two (2) full exhibitor registrations including attendance at scientific sessions, exhibition, networking drinks, welcome drinks, ASAV Awards and SCGV 'Galah' dinner and farewell drinks
- Acknowledgement on selected printed material leading up to and during the conference
- Company logo and branding on selected conference materials
- Company logo on conference signage
- Logo and branding on conference website
- One (1) full page advertisement in the conference electronic proceedings
- One (1) full page advert in the A5 conference exhibition guide
- One (1) logo placement in the conference pocket program
- Verbal acknowledgement (opportunities to be determined)

Exhibition opportunities



3m x 3m

\$6,420
(incl GST)

9 square metres stand
Space only (custom stand) or shell scheme

Included benefits:

- 9sqm of exhibition space
 - (3m X 3m squared)
 - 2.5m high white octanorm walls*
 - Carpeted floor
 - One fascia sign* (corner stands = 2 fascias)
 - 2 X 150 watt spotlights*
 - 1 X 4amp power point*
 - Company logo on conference website and selected conference marketing materials
 - Free entry into the passport competition
- Inclusion in the A5 conference guide exhibitor listing
 - Two (2) exhibitor registrations which include:†
 - ✓ Morning tea, lunch and afternoon tea in the exhibition hall Monday – Thursday
 - ✓ All networking drinks in the exhibition hall
 - ✓ Access to scientific sessions
 - ✓ ASAV Awards and SCGV 'Galah' dinner tickets
 - ✓ Welcome drinks in foyer
 - ✓ Farewell drinks

+ Additional standard exhibitor registrations will be available to purchase with and without scientific sessions

* Shell scheme only: Custom stands include carpeted floor space only - lighting, power and fascia are not supplied. Please note that all designs for custom stands must be submitted to the AVA and Melbourne Convention Centre for approval. Wall height restrictions for custom stands are 4.5m.

2m x 2m (limited opportunities)

\$3,860
(incl GST)

4 square metres stand[^]
Shell scheme only

Included benefits:

- 4sqm of exhibition space
 - (2m X 2m squared)
 - 2.5m high white octanorm walls
 - Carpeted floor
 - One fascia sign (corner stands = 2 fascias)
 - 2 X 150 watt spotlights
 - 1 X 4amp power point
 - Company logo on conference website and selected conference marketing materials
 - Free entry into the passport competition
- Inclusion in the A5 conference guide exhibitor listing
 - One (1) exhibitor registration which include:†
 - ✓ Morning tea, lunch and afternoon tea in the exhibition hall Monday – Thursday
 - ✓ All networking drinks in the exhibition hall
 - ✓ Access to scientific sessions
 - ✓ ASAV Awards and SCGV 'Galah' dinner ticket
 - ✓ Welcome drinks in foyer
 - ✓ Farewell drinks

+ Additional standard exhibitor registrations will be available to purchase with and without scientific sessions

[^] 4sqm stands are restricted to one stand per company, shell scheme only and are only available while booths last.





Sponsorship opportunities

Designed with flexibility in mind to help you achieve your specific objectives and to help you think outside your stand and increase your visibility.

Preference is given to current exhibitors.

Breakfast sponsorship

\$5,000
(incl GST)

2 available
6:30am – 8:00am
Melbourne Convention Centre

Always well attended, the breakfast sponsorship sessions provide a rare and exclusive opportunity to host a captive delegate audience with a presentation of your choice.

Included benefits:

- Naming rights for the breakfast session
- Company logo on venue signage
- Company logo on breakfast menus
- Company signage displayed in foyer and throughout breakfast room (to be provided by sponsor)
- Basic audiovisual package
- Acknowledgement on selected conference marketing material

Maximum of 96 delegates per session, delegates register complimentary. Sponsor pays for catering, room hire and any additional audiovisual costs. Provision of speaker and topic subject to AVA approval



Plenary sponsorship

\$2,500
(incl GST)

Price is per plenary session
Introduce our plenary speakers

Included benefits:

- Company signage at the entrance to the session and included in session room (provided by sponsor)
- Holding slide with logo during introduction of speaker
- Acknowledgement by session chairperson
- Opportunity for sponsor representative to attend sessions and welcome delegates as they enter
- Opportunity for seat drop or hand out upon entry of one piece of marketing material provided in session (500 pieces provided by sponsor)
- Acknowledgement on selected conference marketing materials

Stream sponsorship

\$2,500
(incl GST)

Multiple opportunities
Price is per stream per day

Included benefits:

- Company signage at the entrance to the session and included in session room (provided by sponsor)
- Holding slide with logo during introduction of speaker
- Acknowledgement by session chairperson
- Opportunity for sponsor representative to attend sessions and welcome delegates as they enter
- Opportunity for seat drop or hand out upon entry of one piece of marketing material provided in session (500 pieces provided by sponsor)
- Acknowledgement on selected conference marketing materials



Welcome drinks sponsorship

\$4,000
(incl GST)

1 available
Sunday 12 August 2018
6:00pm – 7:30pm
Melbourne room registration foyer

Be the first brand delegates see upon arrival at the conference by sponsoring the conference welcome drinks!

Included benefits:

- Naming rights for the event
- Company signage (provided by sponsor) displayed in foyer area and catering stations
- Logos and sponsors messages displayed on television monitors during the welcome reception
- Introduction by AVA representative
- Opportunity to address delegates for 3 minutes
- Acknowledgement on selected conference marketing materials
- Marketing material hand out – provided by sponsor

Optional extras (additional charges apply)

- Opportunity to upgrade food and beverage packages
- Opportunity to provide theming or entertainment for the event

Passport competition

Complimentary for all exhibitors

Drive delegates to your stand by participating in the exhibition passport competition, located in the exhibition guide.

Exhibitors will have the choice of contributing a prize to the competition or simply just participating by stamping delegate's passports.

Exhibition night sponsorship

\$4,000
(incl GST)

1 available
Monday 13 August 2018
5:30pm – 7:30pm
Exhibition hall (Melbourne rooms)

Included in the delegate package, exhibition night involves a stand-up dinner in the exhibition area with an extended 2-hour happy hour.

Included benefits:

- Naming rights for the event
- Company signage (provided by sponsor) displayed in event area
- Company branding on menus and throughout food stations
- Acknowledgement on selected conference marketing materials
- Marketing material hand out – provided by sponsor upon entry of exhibition halls and throughout tables for the duration of the evening

Optional extras (additional charges apply)

- Opportunity to upgrade beverage and catering packages
- Opportunity to provide theming or entertainment for the event

Happy hour sponsorship

\$3,000
(incl GST)

1 available
Tuesday 14 August 2018
5:30pm – 6.30pm
Exhibition hall (Melbourne rooms)

Located in the exhibition area, the exhibition happy hour is included for all delegates.

Included benefits:

- Naming rights for the event
- Company signage (provided by sponsor) displayed in event area
- Company branding on menus
- Acknowledgement on selected conference marketing materials
- Marketing material hand out – provided by sponsor

Optional extras (additional charges apply)

- Opportunity to upgrade beverage and catering packages
- Opportunity to provide theming or entertainment for the event



ASAV Awards and SCGV 'Galah' dinner sponsorship

\$10,000
(incl GST)

1 available
Wednesday 15 August 2018
7:00pm till late
Metropolis Events, 3 Southgate Ave, Southbank

Located at one of Melbourne's newest and most exciting function spaces - Metropolis boasts one of the city's most impressive views. The ASAV Awards and SCGV 'Galah' dinner combines both the ASAV Annual Awards, celebrating the highest achievers in the small animal profession together with the SCGV 'Galah' dinner for 2018.

Delegates are required to purchase tickets to this event.

Included benefits:

- Naming rights for the event
- Acknowledgement on selected conference marketing materials
- Introduction by AVA representative
- Opportunity to address delegates for 10 minutes
- Company signage (provided by sponsor) displayed in venue
- Company branding on menus
- Opportunity to be involved in theming and entertainment
- One (1) emarketing material promoting the dinner with link to company website
- One (1) advertisement advertising the dinner in the conference exhibition guide
- Logo and branding on transport vessels

Optional extras (additional charges apply)

- Opportunity to upgrade beverage and catering packages
- Dinner gift – provided by sponsor
- Opportunity to provide theming or entertainment for the event

Farewell drinks sponsorship

\$3,500
(incl GST)

1 available
Thursday 16 August 2018
5:30pm – 6:30pm

End the event on a high note by sponsoring the farewell drinks. Located in conference foyer or nearby bar. Included for delegates.

Included benefits:

- Naming rights for the event
- Company signage (provided by sponsor) displayed in event area
- Company branding on menus
- Introduction by AVA representative
- Opportunity to address delegates for 3 minutes
- Acknowledgement on selected conference marketing materials
- Marketing material hand out – provided by sponsor

Optional extras (additional charges apply)

- Opportunity to upgrade beverage and catering
- Opportunity to upgrade beverage packages
- Opportunity to provide theming or entertainment for the event





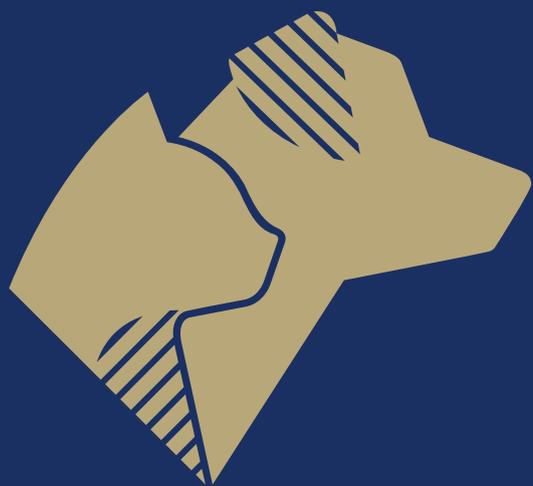
ASAV Awards

Each year, the ASAV Awards honour the best small animal veterinary practitioners across Australia, while the ASAV student awards give us a glimpse into the future of our profession with 'the ones to watch'. In turn, all award recipients enjoy considerable profiling within the veterinary community and the general public.

Sponsorship benefits:

The awards are marketed through our conference website, Facebook page and "Companion" magazine, allowing sponsors the opportunity to enjoy integrated media brand exposure during the campaign:

- Company logo on online marketing of the award, with hyperlink to website of choice where applicable
- Co-branded holding slide at ASAV Awards and SCGV 'Galah' dinner
- Company logo on award certificate
- Verbal acknowledgement of sponsorship by master of ceremonies
- Presence of representative on stage during award photos



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Practitioner of the year

\$1,090
incl GST

One opportunity only

Any active member in good standing of the ASAV may be nominated who:

1. is fully engaged in practice with a component of at least 25 per cent focus on small animals
2. has been actively engaged in practice with small animals for a minimum period of 5 years
3. is regarded by their colleagues to be an outstanding practitioner in two or more of the following areas:
 - a. academic qualifications
 - b. services to the public
 - c. services to the profession
 - d. public image.



Award for scientific excellence

One opportunity only

\$1,090
incl GST

This award is given to a veterinarian who has rendered outstanding scientific contributions to small animal medicine and /or surgery.

Student Scholarship Awards

Three opportunities

\$1,500
each
incl GST

The ASAV Student Scholarship offers our student members valuable continuing education as well as an opportunity to network with like-minded professionals.

There are up to three ASAV Student Scholarships on offer. The scholarships are open to all current ASAV student members across Australia. Applicants should demonstrate involvement in and commitment to small animal veterinary practice and/or the ASAV and demonstrate an intention to develop career opportunities in the small animal veterinary profession.

John Holt Distinguished Service award

One opportunity only

\$1,090
incl GST

This award is given to any person, within the profession, who has rendered outstanding service to the ASAV and its members.

Atwell Awards

Two opportunities

\$750
each
incl GST

Atwell Award – Best Case Report

This award is selected by the editor of the “Australian Veterinary Journal”, based on certain criteria and eligibility for submission(s) published.

Atwell Award – Best Original Study

This award is selected by the editor of the “Australian Veterinary Journal”, based on certain criteria and eligibility for submission(s) published.





Advertising opportunities

ONLINE

Electronic direct marketing

\$2,200 incl GST

Opportunity to feature in 'a message from one of our exhibitors' in a direct email campaign to registered delegates in the lead up to the conference.

Facebook posts

\$2,200 incl GST

Opportunity to post on the ASAV Facebook page in a series of two posts leading up to the conference.

Get your message out to over 6,300 followers with a link

Two posts prior to the conference (dates to be negotiated. All content must be approved by the AVA).

PRINT ADVERTISING

Exhibitor Guide advertisement

\$1,250 incl GST

Full double sided page perforated

\$1,050 incl GST

Full double sided page unperforated

\$620 incl GST

Single page

The Exhibition Guide is an A5 booklet that replaces the exhibitor handbook.

The 125x130mm full colour booklet will encourage delegates to come to your stand using promotional vouchers, gift cards and discounts, which can only be redeemed onsite.

The perforated page design allows your advertising space to transform into entry forms or discount vouchers with ease.

All advertisements must be approved by the organising committee prior to the conference.

SATCHEL INSERTS

Per item

\$1,050 incl GST
Exhibitor

\$2,100 incl GST
Non-exhibitor

All delegates receive a delegate pack upon arrival at the conference. Take advantage of this opportunity by providing an insert in each delegate's bag.

- Printed material restrictions: double sided A4 Flyer
- Product samples encouraged

All satchel inserts must be approved by the organising committee prior to the conference.

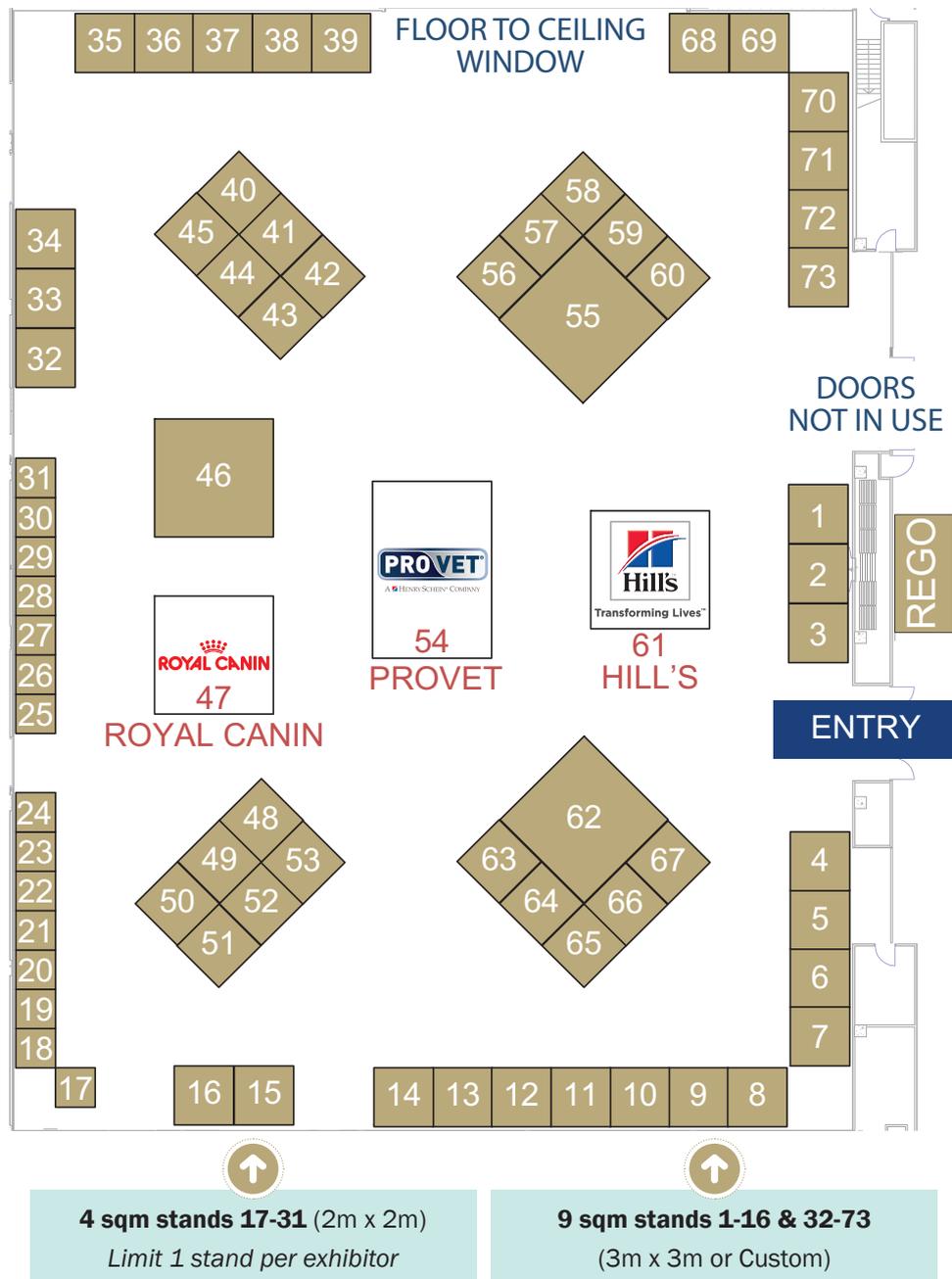




Exhibition information and floor plan

The Exhibition area will be located in Melbourne rooms 1 and 2 which are on the Pan Pacific hotel (previously Hilton hotel) side of the convention centre on level 2.

The exhibition will be the networking hub of the conference, giving delegates the opportunity for direct contact with sponsors and exhibitors alike. Morning tea, afternoon tea, lunch, exhibition night and Tuesday happy hour will all be served in the exhibition area. Welcome drinks and Farewell drinks will take place outside of the exhibition area.



The floor plan is correct at the time of printing; however, the organisers retain the right to alter the layout if necessary and these changes may occur without notice.



Draft bump in schedule

BUMP IN: SUNDAY 12 AUGUST

4:00am – 6:00am	Exponet bump in/mark out
6:00am – 7:00pm	Custom stand bump in
7:00pm – 11:00pm	Exhibitor bump in: Melbourne room
6:00pm – 7:30pm	Welcome drinks: Melbourne room foyer

BUMP IN: MONDAY 13 AUGUST

6:00am – 10:00am	Exhibitor bump in continues
10:15am	Exhibition open (Morning tea)

BUMP OUT: THURSDAY 16 AUGUST

3:15pm	Afternoon tea ends
3:15pm – Midnight	Exhibitor bump out

Please note this schedule is draft and is still in pending final approval by various stakeholders. A more accurate schedule will be provided upon confirmation of attendance.





Booking and stand allocation process

Online bookings are to be submitted via the online booking form @ asavconference.com.au from 11:00 AEDT on Tuesday 27 February 2018. Upon receipt of your booking you will be issued a confirmation email.

Stand allocations will be allocated in the following order:

1. AVA Corporate Supporters who are sponsoring the conference
2. AVA Corporate supporters
3. Companies wishing to sponsor the conference
4. Companies that have exhibited at three or more consecutive ASAV or SCGV Annual Conferences. Stands will then be allocated on a first come, first served basis
5. All other companies wishing to exhibit at the conference. Stands will then be allocated on a first come, first served basis

Terms of payment

Conditions of exhibition and sponsorship payment

- All amounts stated in this document are in Australian dollars and are inclusive of GST
- Please complete the online exhibition form specifying your preferred booth locations and any other relevant requests
- An invoice for your stand will be sent to you upon completing of the online booking form
- A deposit of 50% of the total amount payable will be required upon completion of the online booking form to secure your booking
- The outstanding balance must be received no later than Friday 22 June 2018 and is non-refundable
- Additional exhibitor registrations and social event tickets will be available to registered exhibitors, details will be included in the exhibitor manual which will be distributed prior to the conference

Please note that the details in this document are correct at the time of printing and prices are subject to change. The Organising Committee does not accept responsibility for any changes that may occur.

Payment methods

A tax invoice will be raised for payment and you can pay by one of these methods:

1. Direct bank transfer: please refer to invoice for payment instructions.
2. Credit card: Visa or MasterCard accepted, an additional 2.05% handling charge applies.

Cancellation

1. Requests for cancellations must be submitted in writing.
2. If cancellation occurs, 50% of the contracted cost to exhibit will be retained.
3. If cancellation occurs within two (2) months of the commencement of the exhibition, 100% of the contracted cost to exhibit will be retained.

Book online @ asavconference.com.au



Terms and conditions

The Contract

1. The term "Organiser" refers to The Australian Veterinary Association Ltd (ABN 63 008 522 852).
2. The term "Exhibitor" (as identified in the Booking Form or other written request for exhibition space) means any person, firm, company or other entity and its employees and agents.
3. A contract is formed between the Organiser and the Exhibitor when the Organiser accepts the Booking Form and issues a written letter of confirmation to the Exhibitor. The Booking Form and any payment obligation contained therein form part of these Terms and Conditions, such that a breach of the Booking Form shall constitute a breach of these Terms and Conditions.
4. The Organiser may cancel the contract at its discretion if the agreed deposit (as provided for in the Booking Form) is not received within 28 days of lodging the Booking Form. Additionally, the Organiser reserves the right to cancel the contract by returning the deposit within 28 days of receipt of the Booking Form.
5. The Organiser reserves the right in its absolute discretion to refuse any Booking Form or prohibit any Exhibitor from participation without assigning a reason for such refusal or prohibition. Obligations and Rights of the Organiser.

Obligations and rights of the Organiser

6. Any decision of the Organiser is final and no negotiation will be entered into on any question not covered in this contract.
7. The Organiser agrees to hold the exhibition however, it reserves the right to postpone the exhibition from the set dates and to hold the exhibition on other dates as near to the original dates as possible, utilising the right only when circumstances necessitate such action, and without any liability to the Organiser.
8. The Organiser agrees to promote the exhibition to maximise participation. The Organiser does not however make any warranty that the venue of the exhibition or its facilities and equipment will be adequate or fit for display purposes or for any other intended use.
9. The Organiser agrees to allocate the Exhibitor an exhibition space as close as possible to their desired location.
10. The Organiser reserves the right (without penalty) in unforeseen circumstances to amend or alter the exact site of the location of the stand and the Exhibitor undertakes to agree to any alteration to the site or the space re-allocated by the Organiser.
11. The Organiser reserves the right (without penalty) to change the exhibition floor layout if necessary.
12. The Organiser is responsible for the control of the exhibition area.
13. The Organiser may in its discretion (and without penalty) shorten or lengthen the duration of the exhibition and alter the hours during which the exhibition is open to visitors.
14. The Organiser agrees to provide the Exhibitor with an Exhibitor Manual prior to the exhibition for the purpose of communicating required actions on the part of the Exhibitor. The Exhibitor must comply with all requirements of the Exhibitor Manual. A failure to comply with the Exhibitor Manual shall be deemed to constitute a breach of these Terms and Conditions.
15. The Organiser has the right to take such action as is necessary (including such action as may be contemplated in the Exhibitor Manual) to ensure that all laws in connection with the exhibition are complied with, to prevent damage to person/people or property and to maximise the commercial success of the exhibition.
16. The Organiser may refuse without limitation to permit activity within the exhibition or may require the cessation of particular activities at their discretion.
17. The Organiser reserves the right (without penalty) to remove any products from display that, in its discretion it considers to be inappropriate.
18. The Organiser reserves the right to specify heights of walls and coverings for display areas.

19. The Organiser reserves the right to review the content and presentation of the Exhibitor catalogues, acknowledgements, handbills and printed matter with respect to the exhibition. Should this review indicate that, in the absolute discretion of the Organiser, the item is offensive or conflicts with AVA policy the Organiser shall provide the Exhibitor with a verbal or written request to immediately remove the item from distribution at the exhibition. Failure to comply with this request shall constitute a breach of these Terms and Conditions.
20. The Organiser may determine the hours during which the Exhibitor has access to the exhibition venue for the purpose of setting up and dismantling.
21. The Organiser reserves the right to refuse any person, including exhibitor staff, representatives, visitors, contractors and/or agents, entry to the exhibition if they do not hold a purchased or complimentary entry card.
22. The Organiser may in its discretion specify conditions relating to the movement of goods and displays, prior, during and after the exhibition.
23. The Organiser may in its discretion specify any regulations with regard to sound levels including microphones, sound amplification, machine demonstrations and videos. The Exhibitor agrees to abide by these regulations.
24. The Organiser will arrange security onsite during the period of the exhibition.
25. The Organiser will arrange for daily cleaning of aisles outside the exhibition open hours.

Obligations and Rights of the Exhibitor

26. The Exhibitor must ensure that all accounts are finalised and paid by that date which is 28 days prior to the start date of the exhibition and that all payments are otherwise made strictly as required under the Booking Form or as otherwise required in these Terms and Conditions.
27. The Exhibitor must use allocated space only for the display and promotion of goods and/or services within the scope of the exhibition.
- 27a. The Exhibitor must not carry onto the venue of the exhibition anything that is dangerous, noxious, offensive, illegal, immoral, or that is otherwise likely to harm the reputation of the Organiser or its related entities.
28. The Exhibitor must make every effort to maximise promotion and commercial benefits of participating in the exhibition. The Exhibitor acknowledges that the Organiser makes no promise or warranty in connection with the commercial viability of the Exhibitor participating in the exhibition.
29. The Exhibitor must comply with all directions/requests issued by the Organiser including those outlined in the Exhibitor manual.
30. The Exhibitor must observe, perform and fulfil the requirements of any statute, regulation, by-law or local law including without limiting the generality of the foregoing, all statutes, regulations, by laws and local laws relating to health, safety, water supply, sewerage, fire protection and building requirements.
31. The Exhibitor must ensure the cleanliness and tidiness of their allocated space. The Exhibitor must make good any damage caused to any part of the venue of the exhibition or to any adjoining premises occasioned by misuse, abuse, or want of care on the part of the Exhibitor, its servants, agents, contractors or invitees or otherwise occasioned by any breach or default of the Exhibitor. At the end of the exhibition, or sooner if required by the Organiser in accordance with these Terms and Conditions, the Exhibitor must vacate any display space allocated to it, remove all of the Exhibitor's property from the display space and leave it in the same condition as when it was first occupied by the Exhibitor. The Organiser will not be liable for any property left or abandoned at the venue of the exhibition and may remove and deal with any property of the Exhibitor not removed by the Exhibitor as it sees fit, at the cost of the Exhibitor.
32. The Exhibitor will not display an exhibit in such a manner as to obstruct or affect neighbouring exhibitors. This includes blocking or projecting light, impeding or projecting into aisles or neighbouring exhibition space.
33. The Exhibitor will submit plans and visuals of custom designed exhibits to the Organiser for approval prior to the commencement of the exhibition. Exhibitors failing to do so may be denied access to the exhibition to set



up, or may be requested to cease building.

34. The Exhibitor is responsible for all items within their allocated exhibition space.
35. The Exhibitor agrees to adhere to all fire regulations and will refrain from using flammable or dangerous materials within the exhibition. Written approval must be sought from the Organiser if flammable or dangerous materials are required for the success of the exhibit.
36. The Exhibitor will not use nails, screws or other fixtures on any part of the premises including walls and floor unless authorised by the Organiser.
37. The Exhibitor agrees to engage the Organiser's preferred freight forwarder and to comply with all instructions relating to delivery times. If an alternate freight forwarder is engaged, the Exhibitor acknowledges that the Organiser will not be able to provide assistance in tracking lost deliveries. The Exhibitor agrees that the Organiser will not be liable for any goods rejected by the venue or lost or damaged.
38. The Exhibitor agrees to abide by requests made by the Organiser to stop any activity that may cause annoyance to others in the exhibition.
39. The Exhibitor agrees to conduct all business transactions within their allocated exhibition space unless otherwise approved by the Organiser.
40. The Exhibitor agrees to not sell, display or promote products or services that conflict with the policies of the Organiser, and accepts that the Organiser has the right to remove any product from display that the Organiser determines conflicts with those policies, without penalty. The policies of the Organiser and shall be those which are presented on the websites of these organisations, or are those to which other written directions or guidance are provided by the Organiser.

Storage of goods

41. Instructions regarding storage will be outlined in the Exhibitor manual distributed prior to the exhibition. Under no circumstance are goods permitted to be stored in public access areas.

Stand services and construction

42. Official contractors will be appointed by the Organiser to undertake stand construction and freight forwarding plus supply furniture, electrics, telecoms and IT equipment. This is for insurance and security reasons. All non-official contractors wishing to enter the exhibition are required to produce current Certificates of Currency for insurance, public liability and Occupational Health and Safety. Access will be denied without such documentation.

Breach of Terms and Conditions by Exhibitor

43. In the event of any breach or any other contravention of any of these Terms and Conditions, the Organiser shall be entitled to immediately revoke any right to use the exhibition space granted to the Exhibitor. In the event of such revocation, if the Exhibitor has already erected displays or other materials or constructions, the Organiser shall have the right to require the Exhibitor to remove such displays, materials and constructions forthwith without disruption to other exhibitors or, at the Organiser's discretion, to otherwise vacate such displays, materials and constructions for the duration of the exhibition or dismantling by the Exhibitor at the conclusion of the exhibition. In either event, the Exhibitor shall not be entitled to a refund of moneys already paid to the Organiser and shall immediately pay to the Exhibitor all the moneys then due and owing to the Organiser. The Organiser shall not be liable to the Exhibitor or any other person for any loss or damage in connection with the removal or vacation, as the case may be, of the Exhibitor's display. The Exhibitor shall indemnify the Organiser for any loss or damage suffered by any other person as a result of the Exhibitor's conduct referred to above and the consequences thereof.

Insurance, Indemnity and Liability

44. The Exhibitor occupies the venue of the exhibition at its own risk. The Organiser will not be liable for, or responsible to, the Exhibitor or any other party for any loss arising howsoever whether for personal injury, loss of life, damage or loss of property, loss of business or economic loss which may be suffered or sustained in or around the venue of the exhibition or otherwise in connection with the exhibition except to the extent of any negligence of the Organiser or its employees, contractors or agents. Without limiting this clause, the Organiser will not be liable for or responsible to the Exhibitor or any other party for; (a) interruption,

failure or variation to the supply of services to the venue of the exhibition; (b) postponement, delay or interruption, cancellation, suspension or termination of the exhibition from any cause whatsoever; (c) interference with any rights granted under this Contract directly or indirectly caused by or resulting from any matter, circumstance or cause beyond the control of the Exhibitor.

45. The Exhibitor must effect and maintain for the period of the exhibition policies of insurance for: (a) damage to or loss of the property of the Exhibitor and their employees, contractors and agents; (b) public liability, including death injury and loss of property of third parties, including the Organiser for an amount not less than \$10 million for any one occurrence; (c) work cover, workers compensation and employers liability as required by law. The Exhibitor must provide certificates of currency for the policies (at the request of the Organiser) prior to taking up occupation of the allocated exhibition space.
46. The Exhibitor must indemnify and hold the Organiser harmless in respect of all damages, injuries, costs, claims, demands, liabilities, and expenses, however they may arise and whoever may make them in connection with or arising out of the exhibition and/or this Contract or caused or contributed to by the negligence of the Exhibitor, its employees, contractors, or agents.

Payment and cancellation

47. The Exhibitor must make payment of amounts due by the dates set out in these Terms and Conditions (and clause 26 in particular). Should payment not be made by these dates the stand will be available for sale to another person or entity. All deposits paid will automatically be forfeited and no refund will be made. No exhibitor shall occupy allocated exhibition space until all monies owing to the Organiser by the Exhibitor are paid in full.
48. In the event that the Exhibitor fails to occupy their allocated exhibition space by the advertised opening time, the Organiser is authorised to occupy this space in any manner deemed to be in the best interest of the Exhibition. The Exhibitor contracted to this space will remain liable to all Terms and Conditions of Contract and will not be eligible for a refund.
49. In exceptional circumstances the Organiser will consider Exhibitor cancellation; but only if the following conditions are complied with:
 - a. The request for cancellation is submitted in writing.
 - b. The request is received at least six (6) months prior to the exhibition.
 - c. The Organiser is able to re-let the cancelled space in its entirety.
 - d. The reason for the cancellation is, in the opinion of the Organiser well founded. (and does not include bankruptcy, liquidation, receivership or similar event).
 - e. The Organiser confirms acceptance of the cancellation in writing.
 - f. All monies due under these Terms and Conditions have been paid in full.
50. The Exhibitor accepts that if cancellation occurs prior to the payment of the deposit that the Exhibitor will be invoiced and required to pay this amount within a period of 28 days from the date of the invoice. If cancellation occurs within two (2) months of the commencement of the exhibition, 100% of the contracted price to exhibit will be payable to the Organiser (less any amounts already paid) and the Exhibitor will be invoiced and required to pay this amount within a period of 28 days from the date of the invoice.

Policy – Competing Products and Services

51. The AVA reserves the right to refuse to enter into a contract, or to restrict the activity of an exhibitor or advertiser, when in the view of the AVA the activities will:
 - Directly promote membership of a competing veterinary membership association to AVA members and potential members
 - Promote products and services that compete with what the AVA offers as a direct member benefit
 - Contravene contractual relationships with commercial partners that we are legally bound to.



Australian Veterinary Association

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