



MACKAY EXPO

Mackay Home Show & Caravan, Camping Expo

EXHIBITOR PROSPECTUS

22-24 MAY 2020

MACKAY SHOWGROUNDS



HOME, LIFESTYLE, OUTDOOR ADVENTURE



FREECALL 1800 671 588
MackayExpo.com.au



Australian Events
SPECIAL EVENT SPECIALISTS

2 About The Event

22-24 MAY 2020 | MACKAY SHOWGROUNDS



HOME - LIFESTYLE - OUTDOOR ADVENTURE

The 2020 Mackay Expo, (Mackay Home Show and Caravan, Camping Expo) is the Mackay Region's largest and best attended event of its kind.

Over 12,700 local shoppers and outdoor adventure enthusiasts return annually to view, compare and purchase everything from home and lifestyle products and services through to the very latest caravans, camper trailers, auto & 4x4 accessories, garden, health products, gadgets and loads more.

The pavilion will play host to the annual Home Show, while outdoors, patrons will be treated to one of the largest displays of outdoor adventure retailers to be seen in the Mackay Region, complete with daily entertainment and major competitions.

The Mackay Home Show and Caravan, Camping Expo consistently delivers sales, leads and positive results for participating businesses. 22-24 May 2020, Mackay Showgrounds.



2019 Exhibitor Testimonials

“ Great show. One of the most successful shows in Mackay for years.

Better Living Australia

“ This years Expo was very successful for our business, we had a lot of interest and this generated a lot of leads.

NQ Protective Coatings

“ We were very please with the out come of the Expo for 2019

Tropical Outdoor & Living Solutions

“ We found the Mackay Expo well promoted and highly relative to our business.

Southern Cross Camping

Main Products Of Interest in 2019

• Caravans	48.8%
• Camping Equipment & Accessories	42.9%
• Camper Trailers	32.4%
• Boats & Fishing Gear	32.3%
• Home & Outdoor Living	27.5%
• Vehicles & 4x4's	24.5%
• Gardening & Landscaping	19.7%
• Motorhomes & Campervans	16.6%
• Tourism & Holidays	15.5%
• Health & Lifestyle	14.6%
• Renovations & Accessories	14.3%
• Garages, Patios & Sheds	14.2%
• Solar Energy & Heating	13.0%
• Builders & Contractors	8.59%



③ Important Exhibitor Information

22-24 MAY 2020 | MACKAY SHOWGROUNDS



Exhibitor Information Pack

The Exhibitor Information Pack will be supplied to all exhibitors prior to the event. The Exhibitor Information Pack contains detailed information regarding set-up and bump-out times, exhibitor passes, forklift use, venue access and more.

Workplace Health and Safety

All exhibitors must wear high visibility vests and closed in shoes during setup and bump out. No children permitted within the venue during setup and bump out.

Exhibitor Set-Up Times

Wednesday 20 May 2020: Midday to 5:00pm

Thursday 21 May 2020: 8:00am to 5:30pm

All exhibitors are requested to check in at the event site office when they first arrive at the venue during set-up. Once checked in, exhibitors will be issued exhibitor passes and be shown to their sites. All sites must be assembled and ready to trade by 5.30pm Thursday.

Please note there is no vehicle access on Friday and NO ACCESS to the venue outside the exhibitor set-up times without prior written approval.

Public Opening Hours

Friday 22 May 2020: 8:30am to 4:00pm

Saturday 23 May 2020: 8:30am to 5:00pm

Sunday 24 May 2020: 8:30am to 4:00pm

Exhibitor Bump-Out Times

Sunday 24 May 2020: 4:15pm to 6:00pm

Monday 25 May 2020: 7:00am to 10:00am (7:00am to 4:00pm for larger outdoor sites only)

Tuesday 26 May 2020: By appointment only (for larger outdoor sites only). Please see site office to confirm appointment.

For all indoor sites and small outdoor sites: all stock, displays and vehicles must be completely removed from the venue by 10:00am Monday (4:00pm Monday for large outdoor sites only). Stock left onsite after 4:00pm Monday may incur additional rental fees. Security will cease at 8:00am Tuesday.

Do not pack up early, no stock or displays will be allowed to be removed from the venue until after the close of the event.

For site bookings and further information:

FREECALL 1800 671 588

2019 Statistics

- 12,780 Patrons at Event
- 4,770 Newsletter Subscribers
- 50,099 Facebook Post Reach
- 8,821 Website Views *(week of event)*



④ Important Exhibitor Information

22-24 MAY 2020 | MACKAY SHOWGROUNDS



Forklift and Deliveries

Australian Events will have a 2.5t standard forklift at the event to lift pallets and/or equipment from delivery trucks during bump-in and reload during bump-out. For simple unload and reload ONLY it is free. If extended use of the forklift is required a minimum charge of \$60.00 and other costs will apply. This payment must be made onsite. If in doubt check with our onsite supervisor at the event or phone our office and talk to our Logistics Coordinator prior to the event.

To provide Australian Events with authority to accept deliveries on your behalf, please complete the 'Authorisation to Sign for and Accept Delivery of Goods' Form located on the event website. Australian Events will not accept any delivery of goods without this form completed and submitted PRIOR to the event.

No deliveries accepted prior to Wednesday 20th May 2020.

Exhibitor Passes and Security

Exhibitor passes are issued at the event when the first person from your company checks in at the event site office during the set-up process. Up to five exhibitor passes are issued to each company and are specifically for staff working on your stand.

Additional passes may be pre-ordered at \$5.00 each. Replacement or additional passes issued on-site incur a \$10.00 fee per pass. If you need to order additional passes before the event, contact our office on 1800 671 588 during business hours.

Exhibitor Passes are a security item for the protection of all exhibitors and their belongings. Exhibitor Passes help to prevent unauthorised persons from entering the venue outside of the opening hours.

Power Access

Single Power Outlet (max. 10 amps) \$95.00

Single Power Outlet (max. 15 amps) \$175.00

Power is available in the form of a 10amp or 15amp power outlet supplied to your site. 10amp power is for basic electrical items such as laptops, phone chargers and TV's. 15amp power is for larger items such as air-conditioners or caravans.

Power may be ordered up to 3 weeks prior to the event, late orders incur a \$50.00 surcharge on top of standard power charges. Power is only supplied to your site between 7:30am and half an hour after public closing time. Power is NOT AVAILABLE during set-up or bump-out. 24 hour power access is not available without prior written approval. All electrical items must be tagged with an electrical compliance certificate. Please note that kettles and heaters are not permitted onsite.

Please note some power at this venue may be supplied by generators.

For site bookings and further information:

FREECALL 1800 671 588

2019 Statistics

87% *Of exhibitors rated this event important to the promotion of their businesses.*

84% *Of exhibitors were happy with the sales and leads received at this event.*



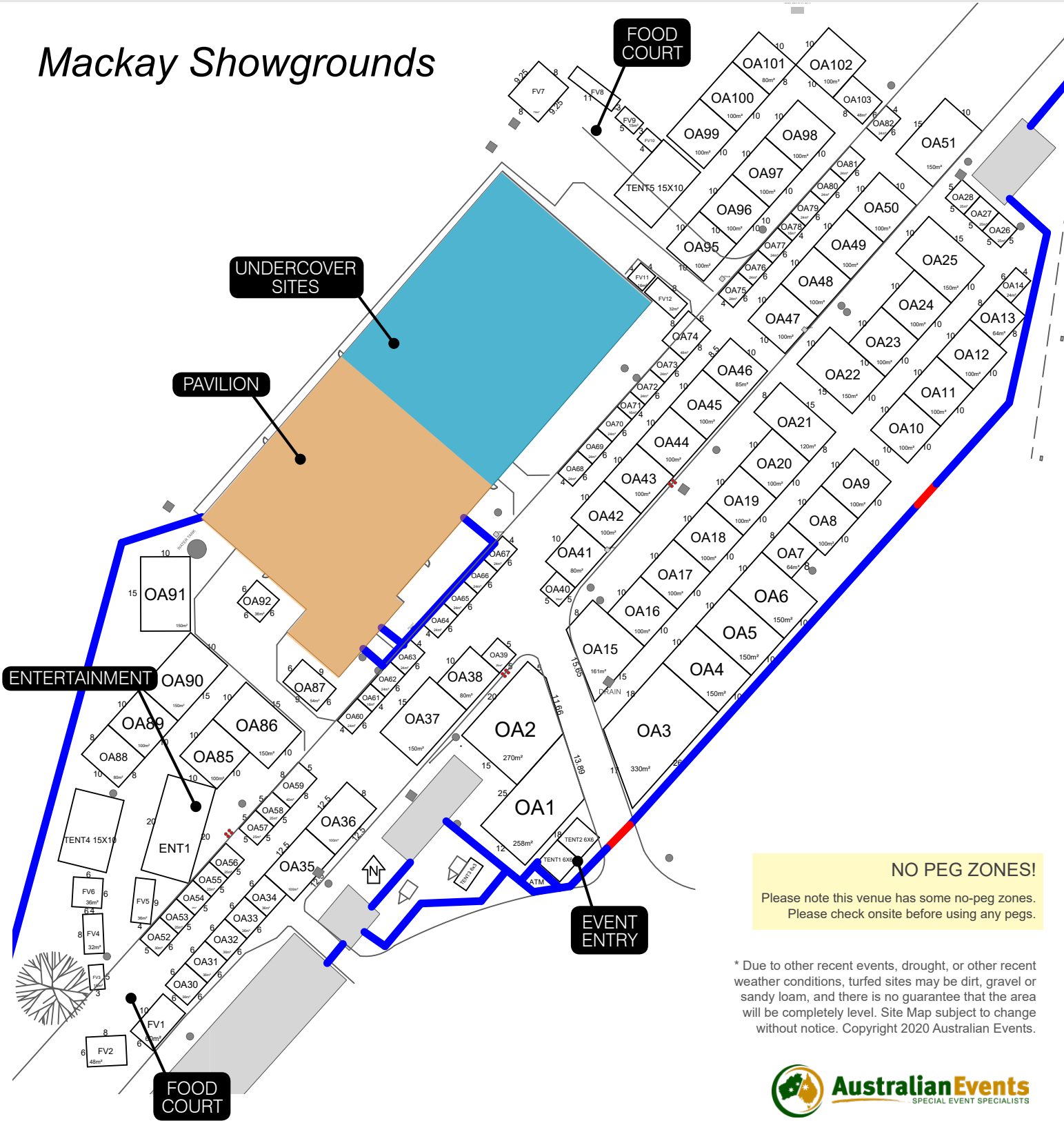
5 Overall Map

22-24 MAY 2020 | MACKAY SHOWGROUNDS



MACKAY EXPO
Mackay Home Show & Caravan, Camping Expo

Mackay Showgrounds



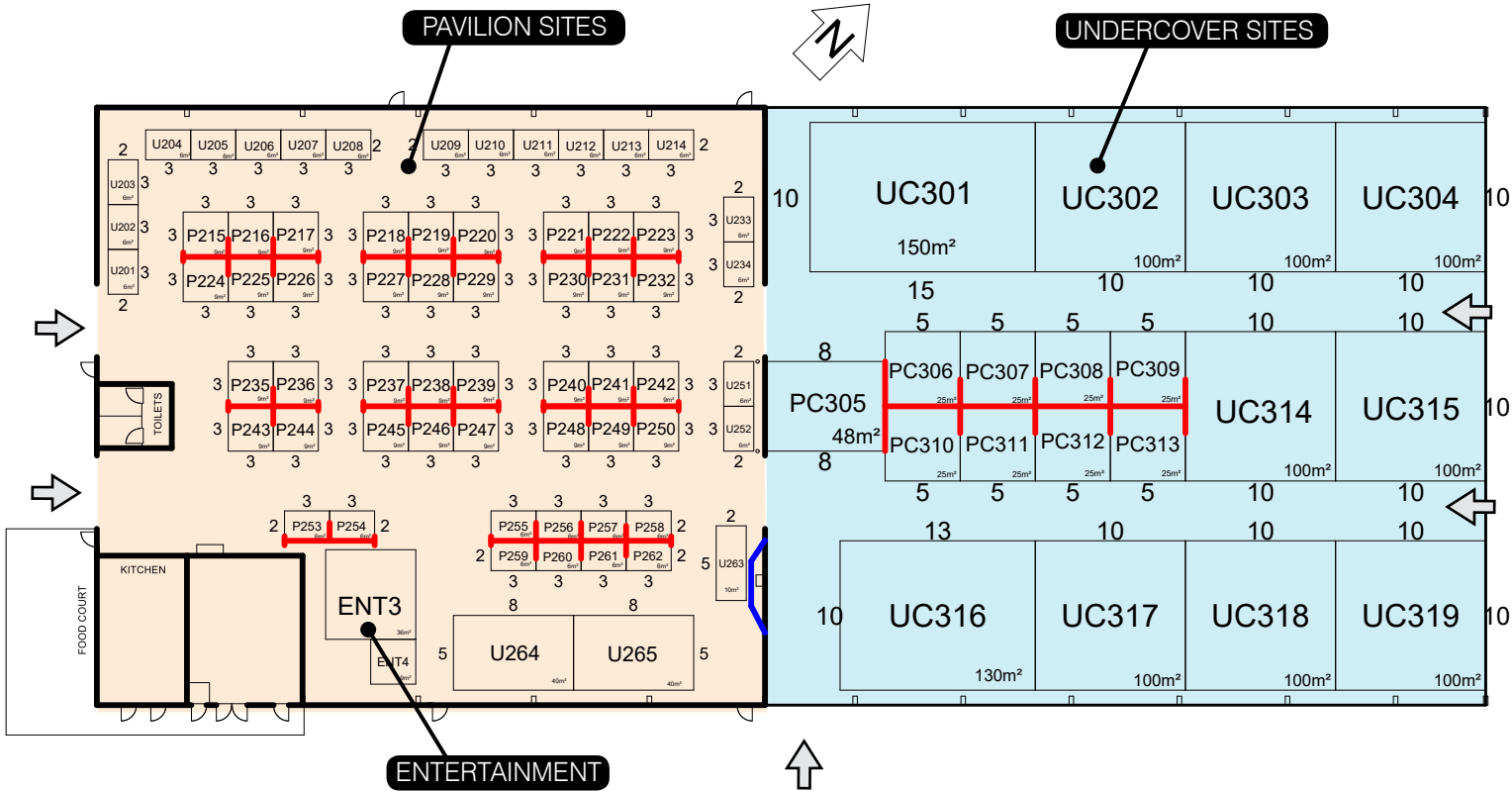
* Due to other recent events, drought, or other recent weather conditions, turfed sites may be dirt, gravel or sandy loam, and there is no guarantee that the area will be completely level. Site Map subject to change without notice. Copyright 2020 Australian Events.



6 Pavilion Map

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Pavilion & Undercover Sites



NO PEG ZONES!

Please note this venue has some no-peg zones. Please check onsite before using any pegs.

* Site Map subject to change without notice. Copyright 2020 Australian Events.



7 Exhibition Price List

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Outdoor Space Only Sites

Sites prefixed with "OA" are space only Caravan, Camping Expo sites and Outdoor Home Show sites. Outdoor sites at this venue are located outdoors on either concrete, bitumen, gravel or turf*. There are no inclusions provided.

For smaller sites:

4m x 4m = \$655.00	6m x 4m = \$720.00
5m x 5m = \$730.00	6m x 6m = \$855.00
8m x 5m = \$900.00	8m x 6m = \$995.00
9m x 6m = \$1065.00	8m x 8m = \$1180.00
10m x 8m = \$1370.00	10m x 8.5m = \$1425.00

For Larger Sites:

100 - 199 sq/m = \$16.00 per sq/m
200 - 299 sq/m = \$15.20 per sq/m
300 - 399 sq/m = \$14.40 per sq/m
400 - 499 sq/m = \$13.60 per sq/m
500 plus sq/m = \$12.80 per sq/m

Undercover Space Only Sites

Sites prefixed with "UC" indicate an undercover space only site located under roof adjacent to the main pavilion. Please note this covered area does not have side walls and may not provide full protection from driving rain or the sun. Sites are located on bare concrete floor with a roof overhead. No inclusions provided.

10m x 10m = \$2000.00	13m x 10m = \$2600.00
15m x 10m = \$3000.00	

Undercover Panelled Sites

Sites prefixed with "PC" indicate an undercover panelled site located under roof adjacent to the main pavilion. Please note this covered area does not have side walls and may not provide full protection from driving rain or the sun. Sites include carpet tiles, display lighting and full front runner fabric back walls with 1.8m side walls.

5m x 5m = \$1850.00	8m x 6m = \$2000.00
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Indoor Pavilion Space Only sites

Sites prefixed with "U" indicate an indoor space only site within the main pavilion. Sites are located on bare concrete floor with general building lighting only. No other inclusions provided. All indoor corner sites attract 10% loading.

3m x 2m = \$690.00	5m x 2m = \$1150.00
8m x 5m = \$4000.00	

Indoor Pavilion Panelled Sites

Sites prefixed with "P" are indoor Home Show Panelled sites located within the main pavilion. Sites include full front runner fabric back wall, 1.2m part side walls, carpet tiles and display lighting. All indoor corner sites attract 10% loading.

3m x 2m = \$1050	3m x 3m = \$1575.00
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Extras

10amp Power = \$95.00	15amp Power = \$175.00
\$20 Million Public Liability Insurance = \$149.50	

* As a result of other recent events, shows, drought, or other recent weather conditions, outdoor sites may be dirt, gravel or sandy loam, and there is no guarantee that the area will be completely level.



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2020 Event Guide

The Event Guide is a full colour magazine dedicated to this event. It will feature a complete list of exhibitors, advertisements, event maps, articles on exhibitors and special products, entertainment, prize details and more.

Thousands of copies of the event guide will be handed out at all entrances to the event, ensuring your contact details are in the hands of all patrons.

All exhibitors who have booked and paid in full by the due dates for site space at this event will be included in the Event Guide with an exhibitor listing, including

your business name, contact phone number, web address OR email address plus a company listing in up to three categories.

A number of additional promotions are available to exhibitors including editorials and affordable advertising rates all including free graphic design.

An online version of the Event Guide will also be published and promoted prior to the event.

The online version contains all advertisements, plus articles, maps, event information and more.

Additional Advertising Options

Highlight your business with an advertisement within both the printed and the online version of the Event Guide. Adverts include a location pin on the event map, highlighted listing in printed guide plus a link to your website in the online version.

1/8 Page Ad: \$150.00.

1/4 Page Ad: \$300.00.

1/4 Page Front Cover Strip Ad: \$600.00. (one only)

1/2 Page Ad: \$600.00.

Full Page Ad: \$900.00.

Full Page 3 Ad: \$990.00.

Full Back Page Ad: \$990.00.



* Examples of the 2019 Event Guide.

- ✓ **NEW FORMAT AND LAYOUT**
- ✓ **NOW PROMOTED ONLINE WITH ADS LINKING TO YOUR WEBSITE**

Special Marketing Packages

Special Marketing Packages are available to further promote your presence at the event. Packages include promotion within the printed event guide, the online event guide, on the event website, within email newsletters and on social media.

Package inclusions are listed below:

PACKAGE INCLUSIONS	Pack One	Pack Two	Pack Three
COST	\$400	\$550	\$750
Advertisement size in the Event Guide	1/8 page	1/4 page	1/2 page
Editorial space in the Event Guide	100 words	100 words	100 words
Pin on the Event Map	✓	✓	✓
Highlighted Directory Listing within printed guide	✓	✓	✓
Website link from your ad in the online guide	✓	✓	✓
Live Event Announcement *	✓	✓	✓
Featured Article on website	✓	✓	✓
Featured Article included in one event email newsletter	✓	✓	✓
Featured Article Shared to Social Media	✓	✓	✓

Live Event Announcements are read multiple times daily at the event through the public address systems.

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Digital Marketing... It's kind of a big deal!

Exhibiting with Australian Events will expose your business to many thousands of potential clients at the event, but if you would like to push your promotion to the next level, then a digital marketing package can deliver.

Digital promotions come with a bunch of benefits, from exposure on our busy websites to inclusion within our email newsletters and posts to our Facebook and Twitter pages.

The event website alone received over 8,821 page views the week of the event in 2019, plus we have over 4,770 newsletter subscribers and more than 2,685 followers on the event social media channels.

Website Banner Advertisements

Banner advertisements on the event website include a link back to your website and free graphic design.

Premium Right Hand Banner: \$400.00

Secondary Right Hand Banner: \$300.00

Bottom Page Banner: \$300.00

Digital Marketing Packages

LIMITED AVAILABILITY - Special Digital Marketing Packages are available to further promote your business. Package inclusions are listed below:

PACKAGE INCLUSIONS	Pack One	Pack Two
COST	\$450	\$550
Website banner with link back to your website	Secondary or Bottom Banner	Premium Right Banner
Free graphic design of banner advertisement	✓	✓
Featured exhibitor article on event website	✓	✓
Featured exhibitor article included in one event email newsletter	✓	✓
Featured exhibitor article shared to social media	✓	✓

Competitions are Winners!

Have you considered the benefits of a prize or competition? Prizes and competitions can potentially draw thousands of visitors onto your stand, while providing brand recognition and product knowledge throughout the broader region.

Major Prize Providers

Major Prize Providers can expect to be highlighted within event promotions including newsprint, radio and TV commercials, website and social media posts, inclusion within press releases, live radio crosses, highlighted within the event guides and more.

Your prize promotion will reach far beyond the event, and what's more, thousands of people will be drawn to your site at the event, plus you will gain an incredible amount of new leads.

Minor Prize Providers

Minor prize providers can also expect a substantial promotion, often including articles published within the Event Guide, website promotions, social media, email newsletter articles, inclusion within media and more.

Contact us to discuss options

For further information about prize options: FREECALL Australian Events on 1800 671 588 or email marketing@australianevents.com.au



2020 SITE CONTRACT

22-24 MAY | MACKAY SHOWGROUNDS



MACKAY EXPO

Mackay Home Show & Caravan, Camping Expo

PRINT THIS FORM, COMPLETE IN FULL, THEN RETURN TO AUSTRALIAN EVENTS
 FAX: (07) 4634 7266, EMAIL: admin@australianevents.com.au, POST: PO BOX 307 Drayton North QLD 4350

SITE CONTRACTS WILL NOT BE PROCESSED UNLESS THEY ARE COMPLETED IN FULL AND SIGNED BY THE APPLICANT

EXHIBITOR/BUSINESS NAME.....
 CONTACT NAME..... ABN.....
 POSTAL ADDRESS.....
 TELEPHONE..... MOBILE..... FACSIMILE.....
 EMAIL..... WEBSITE.....
 PRODUCTS OR SERVICES YOU WILL BE DISPLAYING (MAXIMUM 40 CHARACTERS FOR WEBSITE LISTING):

SITE PREFERENCE: **SAME SITE AS 2019**

Please provide the numbers of your preferred sites. If none of your preferred sites are available, Australian Events will contact you to discuss further options. All site allocations will be confirmed with the exhibitor within 48 hours of Australian Events receiving this Site Contract.

Site Preference 1.....
 Site Preference 2.....
 Site Preference 3.....
 Or Preferred Site Size.....

PRIZE PROVIDER: *Further details on pg 9*

Please contact me regarding becoming a Prize Provider. (All competitions must comply with Fair Trading Laws)

PUBLIC LIABILITY INSURANCE

We have a current policy and will forward a copy to Australian Events before the event

We require Public Liability Insurance \$149.50

All exhibitors are required to have a minimum of \$20,000,000 Public Liability Insurance. If you do not have a current policy, Australian Events have retained the services of an insurance brokerage to provide public liability cover with AON Insurance for this event.

EVENT GUIDE MAGAZINE & EXTRAS

Compulsory Event Guide Magazine Listing: \$88.00

All exhibitors will receive a business listing within the event guide magazine. Please complete the Event Guide Booking Form located on the event website.

EVENT GUIDE UPGRADES: *Further details on pg 8*

1/8 Page Advertisement: \$150.00
 1/4 Page Advertisement: \$300.00
 1/4 Page strip advertisement on front cover: \$600.00 (1 only)
 1/2 Page Advertisement: \$600.00
 Full Page Advertisement: \$900.00
 Full Page 3 or Full Back Page advertisement: \$990.00

EVENT GUIDE MARKETING PACKAGES: *Further details on pg 10*

Package 1: \$400.00
 Package 2: \$550.00
 Package 3: \$750.00

POWER REQUIREMENTS:

NO Power Required
 Single Power Outlet (max. 10 amps) \$95.00
 Single Power Outlet (max. 15 amps) \$175.00

Bring your own extension leads and power boards. Power may be ordered up to 3 weeks prior to the event. After this time you will be charged a \$50 surcharge. All electrical items must be tested and have a valid certification tag attached. Please note kettles and electric heaters are not permitted.

WEBSITE ADVERTISING: *Further details on pg 9*

Premium Right Hand Banner: \$400.00 (2 only)
 Secondary Right Hand Banner: \$300.00 (2 only)
 Bottom Page Banner: \$300.00 (2 only)

DIGITAL MARKETING PACKAGES: *Further details on pg 9*

Digital Marketing Package 1: \$450.00
 Digital Marketing Package 2: \$550.00

ADDITIONAL INFORMATION:

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Need help with your site booking ?
Freecall Australian Events on 1800 671 588

SITE CONTRACT AUTHORISATION AND AGREEMENT

All Site Contracts will be reviewed by Australian Events before a site is allocated. Upon acceptance of this Site Contract, Australian Events will contact the Exhibitor to confirm the site number, location, total site fees and any additional inclusions that have been requested. A formal confirmation and tax invoice will then be issued to your supplied email or postal address.

A 50% deposit is required within 14 days of the tax invoice date to secure your site booking (full payment required if booking is received after the 27th March 2020. Final payment of all site fees to be completed in full by 5:00pm Friday 10th April 2020. Australian Events reserve the right to refuse a Site Contract.

By signing this Site Contract and submitting to Australian Events you agree that you: (1) Have received and/or read, understood and agree to the Exhibitor Terms and Conditions. (2) Have received and/or read, understood and agree to the Exhibitor Refund Policy. (3) Understand that once a Site Contract is accepted and site(s) allocated to the Exhibitor, the Exhibitor is then obligated to make all payments by the due dates set out in the terms and conditions. Failure to make payments by the due dates may result in the site being re-allocated without notice.

I (insert name)..... am authorised to make this booking and sign this Site Contract. I have read, understood and agree to the Exhibitor Terms and Conditions and the Exhibitor Refund Policy. I understand that upon acceptance of this Site Contract by Australian Events I am agreeing to make all payments by the due dates (unless prior arrangements have been made with Australian Events in writing prior to this Site Contract being signed and accepted).

SIGNED: DATE/...../.....

EXHIBITOR TERMS AND CONDITIONS

1 The Contract

Definitions and Interpretation

1.1 Definitions

In this Contract:

Advertiser means a party who has entered into an activity with the Organiser to advertise or promote their products/services with the Organiser and includes its respective employees, agents and contractors;

Cancellation Penalties are defined in clause 7.2 of this contract and applicable dates to which Cancellation Penalties apply are set out in the Schedule to Contract; **Contract** means this contract;

Claim means (as the context permits) a claim, notice, demand, action, proceeding, litigation, investigation, judgment, award, however arising, whether present, unascertained, immediate, future or contingent, whether based in contract, tort or legislation and whether involving a third party or a party to this Contract or otherwise;

Event means an event or exposition promoted by the Organiser;

Event Information means the information set out in the Schedule to Contract at the end of this Contract;

Exhibitor means a party who has entered into a site application or contract for site space at an Event and includes its respective employees, agents and contractors;

Force Majeure means an event beyond the control of the Organiser which prevents the Organiser from complying with its obligations under this Contract including, but not limited to an act of God (such as, but not limited to, fires, explosions, earthquakes, drought, tidal waves, heavy rain and floods), war, hostilities (whether war be declared or not), invasion, act of foreign enemies, mobilisation, requisition, or embargo, rebellion, revolution, insurrection, or military or usurped power, or civil war, contamination, riot, commotion, strikes, go slows, lock outs or disorder, acts or threats of violence and terrorism;

General Event Information means Event information published by the Organiser which is attached to this Contract or provided to the Exhibitor, Advertiser or Sponsor;

Liability means all liabilities, losses (including economic loss), damages, costs, interest, fees, penalties, fines, assessments, forfeitures and expenses of whatever description (whether actual, contingent or prospective);

Organiser means Australian Events Marketing Pty Ltd ABN 86 622 976 087;

Services means the services supplied to the Event including electricity, gas, water, sewerage, telephone, air-conditioning, ventilation and air-ducting of any sort, heating, security, lifts, fire protection, lighting, grease-trap, plumbing and drainage, rubbish collection and removal, together with all plant and equipment relating to those services;

Sponsor means a party that has entered into a contract or activity with the Organiser to sponsor an Event or other activity with the Organiser and includes its respective employees, agents and contractors.

Sponsorship Payment means the amount stated in a Tax Invoice issued by the Organiser to the Sponsor pursuant to a sponsorship agreement between the Organiser and the Sponsor.

1.2 Interpretation

In this Contract the headings are used for convenience only and do not affect the interpretation of this Contract and unless the context requires otherwise:

(a) the singular includes the plural and vice versa;

(b) a gender includes the other genders;

(c) other grammatical forms of defined words or expressions have corresponding meanings;

(d) a reference to a document includes the document as modified from time to time and any document replacing it;

(e) if something is to be or may be done on a day that is not a Business Day then it must be done on the next Business Day;

(f) the word "person" includes a natural person and any body or entity whether incorporated or not;

(g) the word "month" means calendar month and the word "year" means 12 months;

(h) the words "in writing" include any communication sent by letter, facsimile transmission or email or any other form of communication capable of being read by the recipient;

(i) a reference to a thing includes a part of that thing;

(j) a reference to all or any part of a statute, rule, regulation or ordinance (statute) includes that statute as amended, consolidated, re-enacted or replaced from time to time;

(k) wherever "include" or any form of that word is used, it must be construed as if it were followed by "(without being limited to)";

(l) money amounts are stated in Australian currency unless otherwise specified; and

(m) a reference to any agency or body, if that agency or body ceases to exist or is reconstituted, renamed or replaced or has its powers or functions removed (defunct body), means the agency or body which performs most

closely the functions of the defunct body.

1.3 The signing of this Contract constitutes acceptance by the Exhibitor, Advertiser or Sponsor of the terms and conditions set out herein.

1.4 These terms and conditions replace any and all previous terms and conditions made by the Organiser.

1.5 The terms and conditions of this Contract can only be amended by mutual agreement, in writing, by the parties to this Contract.

1.6 These terms and conditions take precedence over any customer terms and conditions that an Exhibitor, Advertiser or Sponsor may have received during the term of the site application or contract until completion of an Event or other activity to which the site application or contract relates.

1.7 The Organiser reserves the right to cancel or postpone an Event due to Force Majeure. Where the Organiser does cancel or postpone an Event due to Force Majeure the Organiser, at the sole discretion of the Organiser, may either:

(a) refund the Exhibitor, Advertiser or Sponsor the amount paid by the Exhibitor, Advertiser or Sponsor to the Organiser for the Event; or

(b) credit the Exhibitor, Advertiser or Sponsor the amount paid by the Exhibitor, Advertiser or Sponsor to the Organiser for the Event as rescheduled by the Organiser.

2 Organiser's Rights and Responsibilities

2.1 The Organiser will organise and conduct an Event or other activity on behalf of the Exhibitor, Advertiser or Sponsor in accordance with the General Event Information.

2.2 The Organiser will make all reasonable efforts to offer site space, advertising or sponsorship as requested by the Exhibitor, Advertiser or Sponsor.

2.3 The Organiser does not guarantee event visitor numbers or the level of commercial activity at an Event or for any other activity.

2.4 Should an Event or other activity be cancelled or abandoned, the limit of claim for damages and/or compensation by the Exhibitor, Advertiser or Sponsor is limited only to the amount of money paid by that Exhibitor, Advertiser or Sponsor to the Organiser for that particular Event or other activity.

2.5 Wherever possible, site space assignments or other arrangements will be made by the Organiser in keeping with the preferences of the Exhibitor, Advertiser or Sponsor. The Organiser reserves the right to move, delete or add site spaces or make other arrangements and/or make the final determination on all site space assignments or other arrangements without prior consultation with the Exhibitor, Advertiser or Sponsor.

2.6 The Organiser does not guarantee exclusivity of products or services and cannot guarantee similar products or services will not be located adjacent to or near the Exhibitor in relation to site space at an Event.

2.7 The Organiser reserves the right to alter or change the traffic flow or access arrangements to and from an Event site and/or the Exhibitor site at any time. These changes may affect exhibitor and/or patron vehicle traffic and/or patron foot traffic.

2.8 The Organiser reserves the right to alter or change at any time the style or type of exhibitor access pass required to enter or gain access to an Event. The Organiser or their staff or volunteers or security staff also reserve the right to ask for additional identification and where in doubt as to whether or not the exhibitor pass is being used by a person or persons who are not entitled to carry that pass, the Organiser reserves the right to confiscate the exhibitor pass and refuse entry to that person or persons.

2.9 Release of Organiser

To the extent permitted by law, the Exhibitor, Advertiser or Sponsor releases the Organiser from any claim or Liability arising (directly or indirectly) from, or incurred in connection with any:

(a) movement, deletion or adding of site spaces at the Event;

(b) alteration or change in traffic flow of patrons and vehicle traffic at the Event;

(c) changes in patron and Exhibitor, Advertiser or Sponsor access passes to the Event;

(d) acts and/or omissions resulting in non-fulfilment of Sponsors Contracts provided the Organiser has used its best endeavours to fulfil the Sponsors Contract;

(e) errors or omissions in advertising material for the Event;

(f) Force Majeure;

(g) damage, loss, injury or death to or of any person or property on or near the Event;

(h) damage or loss to the Exhibitor, Advertiser or Sponsor in connection with the Event or its use or occupancy of the sites at the Event;

(i) Services not being available or not working properly at the Event,

except to the extent caused by the negligence of the Organiser.

2.10 Indemnity by Exhibitor, Advertiser or Sponsor

Except to the extent the damage, loss, injury or death is caused by the negligence of the Organiser, the Exhibitor, Advertiser or Sponsor indemnifies the Organiser against any Claim and Liability for which the Organiser is, or may be, or becomes liable in respect of or arising (directly or indirectly) from:

(a) any damage, loss, injury or death to or of any person or property caused or contributed to by the Exhibitor, Advertiser or Sponsor;

(b) any damage, loss, injury or death to or of any person or property caused by Force Majeure;

(c) any breach of this Contract by the Exhibitor, Advertiser or Sponsor;

(d) errors or omissions in advertising material for the Event;

(e) the Exhibitor, Advertiser or Sponsor use of Services at the Event;

(f) the Exhibitor, Advertiser or Sponsor occupation of sites at the Event;

(g) the overflow, leakage or escape of water, gas, fire or any other substance into or from the Services and any other Exhibitor, Advertiser or Sponsor at the Event; and

(h) the failure of the Exhibitor, Advertiser or Sponsor to notify the Organiser of any defect in the Services.

3 Exhibitor's Rights and Responsibilities

3.1 No Exhibitor shall assign, sublet or share the space allotted with another business or firm unless approval has been obtained from the Organiser in writing.

3.2 No exhibits will be permitted which interfere with the presentation of other exhibits or impede access to them or impede the free use of the aisles. Exhibitors and staff on stand, including demonstrators and ticket sellers, are required to confine their activities within the allocated space of the Exhibitor's site.

3.3 Exhibitors may make sound, slides, movie and video presentations within the Exhibitor's allotted space subject to the Organiser's direction to immediately terminate any and all such sound, slides, movie and video presentations which the Organiser may exercise at the Organiser's absolute discretion.

3.4 Exhibitors are required to have their site fully staffed at all times while an Event is open to the public. Exhibitors must ensure that all staff working on their site display appropriate exhibitor passes at all times. Site space must be kept clean and tidy and all rubbish removed to assigned rubbish locations during the course of an Event.

3.5 Exhibitors must make the most of the site space for promotional and commercial opportunities and to maximise the appearance of the site space in keeping with the standards of an Event.

3.6 Exhibitors must follow all directions of staff employed or engaged by the Organiser, including compliance with relevant laws, Occupational Health & Safety requirements and venue guidelines whilst at an Event.

3.7 Exhibitors are required to remove all materials at the completion of an Event and bring the site space back to the condition to which the site space was when the Exhibitor arrived. Failure by an Exhibitor to remove all rubbish and return the site space to its former condition will result in additional fees charged for such cleaning and reinstatement.

3.8 All property, display materials and vehicles under the control and custody of the Exhibitor are understood to remain under the control and custody of the Exhibitor and therefore the total responsibility of the Exhibitor in relation to insurance protection and coverage within the confines of the exhibition boundaries and in transit to and from the confines of the exhibition venue and its boundaries and for the total duration of an Event from the commencement of the set up through until an Event site is vacated. The Organiser provides event staff during operational hours and overnight security by accredited security services from the official start of set up (the official set up times may vary and will be advised in event publications and upon checking at an Event) through until 8am on the day after the last day of an Event.

3.9 The Exhibitor, Advertiser or Sponsor must not connect or otherwise interfere with the Services at the Event. Any such connections or alterations need to be approved by the Organiser and the host venue and would then be carried out at the expense of the Exhibitor.

3.10 The Exhibitor, its servants, agents, licensees, contractors or sub-contractors will be responsible for complying with workplace health and safety standards at all times. Exhibitors, contractors, delivery drivers, etc. MUST wear high visibility vests and closed in shoes during the set up and bump out hours of an Event. Children are not permitted on site at a venue during set up and bump out times.

3.11 The Exhibitor agrees to complete and return a Risk Assessment Survey Form supplied by the Organiser by close of business on the date stipulated in event publications forwarded to the Exhibitor and set out in the Schedule to Contract contained in these terms and conditions.

3.12 All electrical items brought to an Event MUST HAVE valid electrical certification tags on them, including extension leads and power boards. Exhibitors who have

EXHIBITOR TERMS AND CONDITIONS

ordered power and require more than one power outlet, must bring their own additional power leads and power boards.

3.13 Exhibitors ordering or requesting power after the due date (date shown in Schedule to Contract within these Terms and Conditions) may be charged additional fees as set out on the power requirements form.

3.14 No individual generators to be used to power an Exhibitor's site without the express written permission of both the Organiser and the venue.

3.15 Exhibitors displaying and/or selling motor vehicles, motorhomes and caravans are referred to the Motor Dealers and Chattel Auctioneers Act 2014 (Qld). The main objective of the Act is to provide a system for licensing and regulating persons as motor dealers that achieves an appropriate balance between the need to protect consumers and the need to promote freedom of enterprise in the market place. Exhibitors are to display a copy of the appropriate licence on their exhibition site.

4 Advertiser's Rights and Responsibilities

4.1 Advertisers forwarding promotional material to the Organiser, including product and promotional images, press releases and product information, or give verbal approval to download images, grants the Organiser a free licence to use the supplied information within an event promotion, all advertisements, commercials and online.

4.2 When providing promotional material for use by the Organiser the Advertiser warrants that:

- it is owned by the Advertiser or the Advertiser has the rights to use and publish such promotional material;
- the Organiser has the right to use and publish such promotional material provided by the Advertiser;
- it does not breach the law or other's rights to the use of the promotional material.

4.3 The Advertiser agrees to pay the rates stipulated for the advertising by the Organiser and will pay all debts due and owing by the due date in full in Australian dollars.

4.4 All promotional material provided by the Advertiser must be forwarded to the Organiser by the advertising deadlines advised in Event publications and set out in the Schedule to Contract contained in these terms and conditions.

4.5 If promotional material is not received by the advertising deadlines notified to the Advertiser, the Organiser can:

- consider the advertising cancelled and any amount paid by the Advertiser for advertising is deemed forfeited to the Organiser; or
- reserve the right to include a basic advertisement or listing relating to an Advertiser.

4.6 The Advertiser acknowledges that compulsory advertising charges for advertising within Event publications prepared by the Organiser are not negotiable and non-refundable. All fees relating to advertising within Event publications must be paid in full by the booking deadline notified to the Advertiser for acceptance of advertising within Event publications.

4.7 The Advertiser acknowledges and agrees that the Organiser has the right to edit or refuse a listing within Event publications for an Event, without notice, in order that a better fit or format can be achieved for Event publications.

4.8 Promotional material provided by the Advertiser must meet with the Organiser's requirements and, if not, the Advertiser must re-supply the material in the form required by the Organiser or agrees to accept the costs of production that will be incurred in order to create the promotional material in a form acceptable to the Organiser.

5 Sponsor's Rights and Responsibilities

5.1 The Sponsor must pay the Sponsorship Payment to the Organiser by the due date set out in the Tax Invoice provided to the Sponsor for such sponsorship.

5.2 The Sponsor authorises and consents to the Organiser using trademarks, service marks, symbols and logos in the promotion of the Sponsor within the sponsorship agreement by:

- granting the use of trademarks and other identification of the Sponsor for the sole purpose of performing the obligations under the sponsorship agreement; and
- the right to use the trademarks and other identification of the Sponsor to uses exclusively related to the sponsorship agreement.

5.3 The Sponsor grants the Organiser a free licence to use trademarks and other identification used by the Sponsor. If there are any restrictions on the use of the Sponsor's trademarks or other identification then the Sponsor must inform the Organiser in writing of those restrictions on the date of this Contract.

6 Charges and Payments

6.1 All Exhibitor site fees must be paid in full in Australian dollars by the date set out in the Tax Invoice issued to the Exhibitor, or as set out in Exhibitor notifications forwarded to Exhibitors by the Organiser.

6.2 All Advertisers and Sponsors fees must be paid in full in Australian dollars by the due date set out in the Tax Invoice issued to the Advertiser or Sponsor, or as agreed by arrangement with the Organiser, or as set out in Exhibitor notifications forwarded to Advertisers or Sponsors by the Organiser.

6.3 If the specified deposit on any site booking has not been paid by an Exhibitor within the terms set out in the Tax Invoice, and after verbal confirmation from the Organiser to the Exhibitor that such deposit is due and payable immediately and the Exhibitor fails to satisfy such payment within a reasonable period, the Organiser may reassign or cancel that booking without notice to the Exhibitor.

6.4 Exhibitors who have not completed full payment for their site fees by the date set out in Exhibitor notifications (unless prior alternate arrangements have been made with the Organiser and agreed by the Organiser in writing) may have their site re-located, re-allocated or cancelled.

6.5 Exhibitors who have not completed full payment for their site fees will not be permitted to enter or set up at the specified venue. The Organiser reserves the right to legally recover the site fees from the Exhibitor.

6.6 Exhibitors, Advertisers and Sponsors acknowledge that payments made by use of credit card facilities (Visa and MasterCard) will incur an additional administration fee as set out in the Tax Invoice provided to the Exhibitor, Advertiser or Sponsor.

7 Cancellation and Refund Policy

7.1 Any cancellation by Exhibitors or Sponsors must be advised to the Organiser in writing. Assessment of cancellation penalties will be done on the day that the written advice of cancellation is received by the Organiser. The Organiser reserves the right to re-sell the cancelled site.

7.2 Cancellation penalties are:

(a) 50% of any monies paid to the Organiser will be refunded if an Exhibitor or Sponsor cancels within the period stated in the 50% Refund Effective Date set out in the Schedule to Contract.

(b) NO monies will be refunded if an Exhibitor cancels within the period stated in the No Refund Effective Date set out in the Schedule to Contract.

(c) If an Exhibitor has bookings in more than one Event and decides to cancel one or more site bookings at one or more of those Events then normal cancellation penalties will apply (as shown in (a) and (b) above) on each booking at an Event that is cancelled. Deposit or balance monies are not eligible to be transferred to any other site booking at an Event or any other Event organised by the Organiser.

(d) If an Exhibitor cancels within 14 days of an Event (and failure to pay all moneys due to the Organiser by that time is deemed to effect a cancellation within 14 days prior to an Event), the full site fee plus a \$200.00 administration fee will be due and payable in full immediately. If the cancellation included display aids (carpet tiles, panelling, lighting, chairs, tables) this will also be charged to the Exhibitor. This is a liquidated debt claim for which the Organiser can sue, having reserved space, in reliance upon the Exhibitor's written commitment.

(e) If an Exhibitor cancels from the re-scheduled Event, the standard cancellation penalties apply (refer above) and are calculated from the re-scheduled dates of an Event.

7.3 Advertisers acknowledge and agree that all advertising within Event publications or marketing options are non-negotiable and non-refundable in the event that the Advertiser cancels their site space or activity with the Organiser.

7.4 Advertisers acknowledge and agree that:

(a) the Advertiser appoints the Organiser as its agent to arrange and place advertisements for the Advertiser in the marketplace;

(b) where the Advertiser wishes to cancel the Advertiser's advertisements arranged and placed by the Organiser then the Advertiser must give the Organiser written notice of the request to terminate and the Organiser may, at its absolute discretion, withdraw the advertising or continue with the advertising placed on behalf of the Advertiser; and

(c) any advertisements arranged and placed by the Organiser as agent for the Advertiser must be paid for in full by the Advertiser on demand by the Organiser.

8 Breaches and Remedies

8.1 The Organiser may terminate this Contract if an Exhibitor, Advertiser or Sponsor does not remedy a breach of Contract to the satisfaction of the Organiser within 24 hours of the Organiser giving notice to the Exhibitor, Advertiser or Sponsor of their breach of this Contract. Termination of this Contract is a termination of Contract under clause 7.2(d) and fees and charges are payable by the Exhibitor, Advertiser or Sponsor to the Organiser.

8.2 The Organiser may, at its absolute discretion, refuse entry to an Exhibitor or Sponsor at an Event where the Organiser believes that such entry may have a material or adverse effect on the Organiser, other Exhibitors, Sponsors and/or patrons of an Event. In the event that the Organiser does refuse entry to an Exhibitor or Sponsor, clause 7.2(d) will apply.

8.3 In all such cases of a breach, the Organiser has the right to on-sell site space of an Exhibitor or Sponsor without notice to such Exhibitor or Sponsor of such decision having been made by the Organiser.

9 Insurance Cover and Risk Assessment

9.1 The Exhibitor and Sponsor acknowledge that Event sites can be hazardous. Exhibitors and Sponsors are required to take due care and attention in order to prevent injury and property damage.

9.2 In the event of an incident or accident the Exhibitor and/or Sponsor is responsible for immediately notifying the site office located at an Event of such incident or accident and no items are to be moved in or from the site space without the prior approval of the Organiser.

9.3 Exhibitors and Sponsors are required to notify the Organiser's Site Office, located at an Event, and complete an Incident Report Form, in writing, to inform the Organiser of any site incident or accident and provide supporting evidence of such incident or accident.

9.4 It is an inherent obligation of the Exhibitor and Sponsor to provide proof of currency of public liability insurance in accordance with the date set out in the Public Liability Certificate of Currency Due Date set out in the Schedule to Contract. The Exhibitor and/or Sponsor will ensure that such public liability insurance is to the value of \$20 million prior to allowing access to an Event. The Organiser recognises that Exhibitors and Sponsors securing site space at a number of Events will only need to provide Certificates of Currency of Insurance once yearly valid for the period of all Events to which the Exhibitor and/or Sponsor are attending.

9.5 Exhibitors and Sponsors acknowledge that in the event that they do not have individual cover for an Event, that the Organiser can arrange for public liability cover for the period of an Event on behalf of the Exhibitor or Sponsor at a cost to the Exhibitor or Sponsor. It is the responsibility of the Exhibitor, Advertiser or Sponsor to request in writing such cover from the Organiser no later than 14 days prior to the commencement date of an Event.

10 Privacy Policy

10.1 The Organiser is committed to the Privacy Amendment (Private Sector) Act 2000.

10.2 All personal information collected from Exhibitors, Advertisers and Sponsors is done so in a lawful manner.

10.3 The Organiser will only disclose certain information to third parties assisting the Organiser with Events, advertising or sponsorships on behalf of the Exhibitor, Advertiser or Sponsor.

11 General

11.1 In the event that any part of these terms and conditions are not legal or are deemed unenforceable, they are severed but all other terms and conditions will remain in full force and effect.

11.2 Time is of the essence of this Contract.

11.3 These terms and conditions are governed by Queensland laws and the jurisdiction of the Queensland Courts.

SCHEDULE TO CONTRACT

Event Information and Due Dates

Mackay Home Show & Caravan, Camping Expo

Event Dates: Friday 22nd, Saturday 23rd and Sunday 24th May 2020

Full Payment Due Date: Friday 10th April 2020

50% Refund Effective Date:

Up to 5pm Friday 10th April 2020

No Refund Effective Date:

From 5:01pm Friday 10th April 2020

Compulsory Event Guide and Website Listing Form:

Due Date: Friday 1st May 2020

Visit www.MackayExpo.com.au to complete this form online by the due date.

Optional Prize Sponsorship:

Prize Sponsors are encouraged to contact the Organiser at the earliest convenience for maximum benefit and before the due date.

Due Date: Friday 1st May 2020

Visit www.MackayExpo.com.au to complete this form online by the due date.

Compulsory Power Requirements and Risk Assessment Forms:

Due Date: Friday 1st May 2020

Visit www.MackayExpo.com.au to complete these forms online by the due date.

Public Liability Certificate of Currency:

Due Date: Friday 1st May 2020