



# Sponsorship and Exhibition Opportunities

Darwin Convention Centre,  
Stokes Hill Road, Darwin, Northern Territory  
**24-28 July 2022**



## Emergency Medicine and Surgery Conference

2022 Small Animal Conference

Joined by the Behaviour, Dental and Unusual Pet and Avian Special Interest Groups

**Click here to book now!**

KNOWLEDGE



# Contents

About the Conference	3
About Australian Small Animal Veterinarians	4
About Australian Veterinary Behaviour Interest Group	4
About Australian Veterinary Dental Society	4
About Unusual Pet and Avian Veterinarians	4
Darwin, Northern Territory	5
Accommodation	5
Why You Should Participate	6
Your Audience	7
Medallion Sponsorship Opportunities	8
Other Sponsorship Opportunities	10
Social Sponsorship Opportunities	11
Exhibition Opportunities	16
Advertising Opportunities	18
ASAV Awards 2022	19
Exhibition Floor Plan	22
Draft Bump In and Out Schedule	23
Booking and Stand Allocation Process	23
Money Matters	24
Booking Terms	25
Terms and Conditions	26

## Conference Secretariat

Stephanie McGuinness

Events Coordinator

Australian Veterinary Association

T: 02 9431 5056

E: [stephanie.mcguinness@ava.com.au](mailto:stephanie.mcguinness@ava.com.au)





# About the Conference

This year we're bringing not only the Australian Small Animal Veterinarians (ASAV) Annual Conference to Darwin Australia, but will be joined by the Australian Veterinary Behaviour Interest Group (AVBIG), the Australian Veterinary Dental Society (AVDS), and the Unusual Pet and Avian Veterinarians (UPAV). Join us from 24 - 28 July 2022, for four jam-packed days of multi-streamed scientific education content in small animal, dental, behaviour and unusual pet and avian veterinary emergency surgery and medicine. Add three workshops (that will be hosted immediately before and after the scientific content), a one-day Nurse's Stream, plus our signature social events, including the ASAV Gala Dinner, ASAV Recent Graduate Dinner and Special Interest Group Dinners, and this is set to be tremendous and much anticipated return to face-to-face conferencing in 2022!

Anticipated to attract over 350 veterinary professionals all under one roof, this year's Emergency Surgery and Medicine themed conference, titled "Don't panic! The Practitioner's Guide to the Emergency Galaxy" conference will focus on:

## Small Animal (4 days)

- the deadly Australians and an update of the treatment of intoxications
- acute abdomen
- fluid therapy for GI disease patients;
- pleural effusions
- what makes emergency surgery different
- acute kidney injury management
- interpretation of blood gases
- urinary tract emergencies
- emergency and critical care in small animal practice
- avoiding missed injuries in the trauma patient; glycaemic emergencies
- emergency GIT surgery
- GDV stabilisation
- surgery and post-operative care
- severe distal limb trauma
- fracture management and advances in them
- shock resuscitation in the ER
- life-saving autotransfusions
- "Making the most of locking plates" workshop with Dr Chris Tan (Friday 29 July)
- "RECOVER" workshop with Dr Rob Webster and Dr Ellie Leister (Friday 29 July)

## Behaviour (2 days)

- Noise sensitivities
- little fearful or full-blown phobia
- stress levels and learning in birds and mammals
- separation anxiety
- panic disorder
- cognitive dysfunction syndrome
- low grade chronic pain
- neophobia/neophilia and problem-solving in birds and animals
- anthropomorphism and animals
- medications for panicky patients
- environmental needs and orthopaedic recovery

## Dental (2 days)

- feline extractions
- oral trauma (non-invasive jaw fracture management)
- canine and feline stomatitis
- ral lumps and bumps
- understanding tooth resorption and management
- diagnostic dental radiography tips and tricks
- iatrogenic dental trauma
- juvenile dentistry
- challenging cases of oral surgery
- tooth talk clinical cases
- undergraduate dental teaching emergency and how to tackle it

## Unusual Pet and Avian (2 days)

- full day (pre-conference) Nurses Stream
- Assessment triage and treatment of bushfire affected wildlife" workshop (3 hours) with Dr Larry Vogelneist
- neuroendocrine tumour, lymphoma, and hydrocephalus in bearded dragon
- ethical management of insect feeder colonies
- resuscitation of avian and exotic species
- medical management of gastrointestinal obstruction
- review of limb amputation outcomes in pet rabbits
- emergency medicine of psittacine birds
- virology in reptiles update
- emergency medicine of Galliformes and Anseriformes
- hypothyroidism in pythons
- medicine and conservation of sea turtles
- water quality and non-infectious disease emergencies in fish
- enteroliths in parrots
- guinea pig castration techniques and clinical outcomes
- lymphoma in ferrets

Panel discussions will also be hosted on topics such as "death and dealing with euthanasia" and "septic peritonitis (case based)".

It will also feature a stand-out exhibition where you can feature your products, services and of course, your brand to key decision makers and consumers in the veterinary profession.

## About Australian Small Animal Veterinarians

The Australian Small Animal Veterinarians (ASAV) is the largest special interest group within the AVA and represents the members with interests in small animal veterinary practice. It has been in existence for 52 years.

The ASAV provides leadership and direction in promoting the advancement of small animal veterinary clinical skills and knowledge to our members. To achieve this, we promote the “career partner” concept (CPD for your veterinary lifetime), actively engage in advocacy and policy development and deliver high quality continuing education in a variety of suitable and appropriate formats to members, and create and maintain a friendly, collegiate and inclusive culture with all our activities and events.

<https://www.ava.com.au/asav>



## About Australian Veterinary Behaviour Interest Group

The Australian Veterinary Behaviour Interest Group aims to improve 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.

<https://www.ava.com.au/about-us/ava-groups/animal-behaviourists/>



## About Australian Veterinary Dental Society

The Australian Veterinary Dental Society aims to provide the best possible dental and oral health care to pets by promoting awareness of veterinary dentistry to the profession.

<https://www.ava.com.au/about-us/ava-groups/dental/>



## About Unusual Pet and Avian Veterinarians

The Unusual and Avian Veterinarians group was formed in 2003, and was initially known as the Unusual and Exotic Pet (UEP) group. The name was changed in 2013 to Unusual Pet and Avian Veterinarians (UPAV), merging UEP and the AVA Avian groups.

The group promotes discussion about the medicine and surgery of pet species other than dogs and cats such as lizards, avian, turtles, frogs, native Australian mammals, rabbits, guinea pigs, rats and mice, ferrets and even tarantulas.

With changes in licensing laws and people’s lifestyles, the choice of family pet might not be a dog or cat, but one of another dozen species. The increase in ownership of unusual pets has resulted in a corresponding need for veterinarians to feel competent with the treatment of pets not traditionally covered in the undergraduate curriculum.

<https://www.ava.com.au/about-us/ava-groups/unusual-pet-avian/>



## Darwin, Northern Territory

Darwin is a lively harbour city well-known as Australia's gateway to world-class nature and cultural activities and experiences. With a population in excess of 130,000, it is a destination renowned for its tropical climate and colourful characters.

Darwin, Australia is the place to enjoy fresh seafood, go fishing for the catch of a lifetime, watch the sun set while cruising Darwin Harbour and party at the

lively clubs and bars. With its diverse mixture of more than 60 nationalities Darwin offers year-round dining to suit all tastes and budgets.

Darwin is no hotter or more humid than Asian destinations such as Bali and Singapore, with year-round temperatures consistently around 32° ensuring a fabulous outdoor lifestyle. And what better place to escape an Australian winter!



## Accommodation



We have negotiated special conference accommodation rates through Ozacom+ for various local hotels. You can book here <https://events.ozacom.com.au/47th-annual-asav-conference-2022/accommodation>

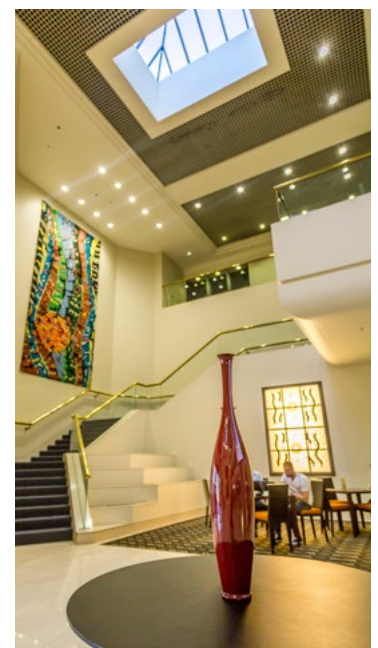
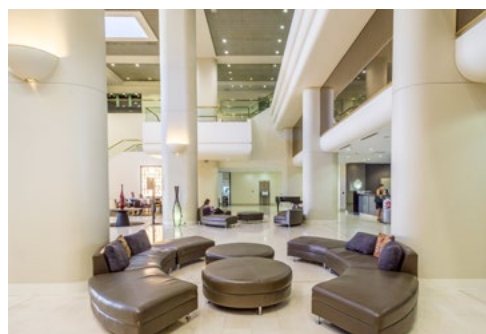


Photo credit: Tourism NT; Nick Pincott, Rachel Stewart

# Why you should participate



## Brand alliance

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



## Personal contact

Meet face-to-face with your customers.



## Product promotion

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



## Brand exposure

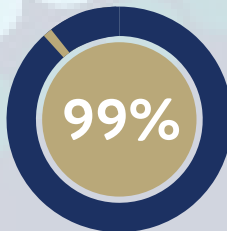
Reach your target audience.

## What our delegates say

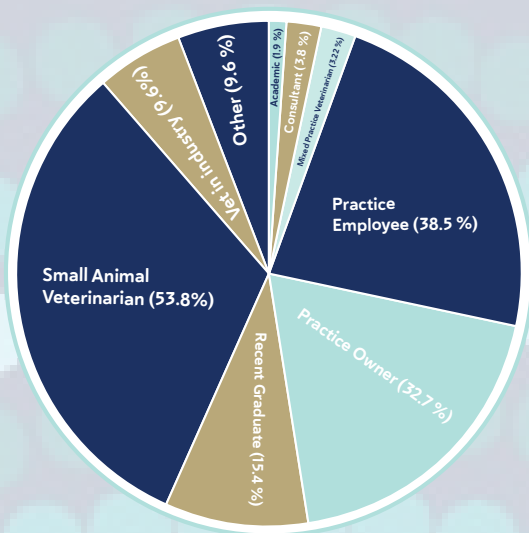
A great conference with lots of interesting lecture topics to choose from and exhibition offerings, along with a great social program to catch up with friends and colleagues.



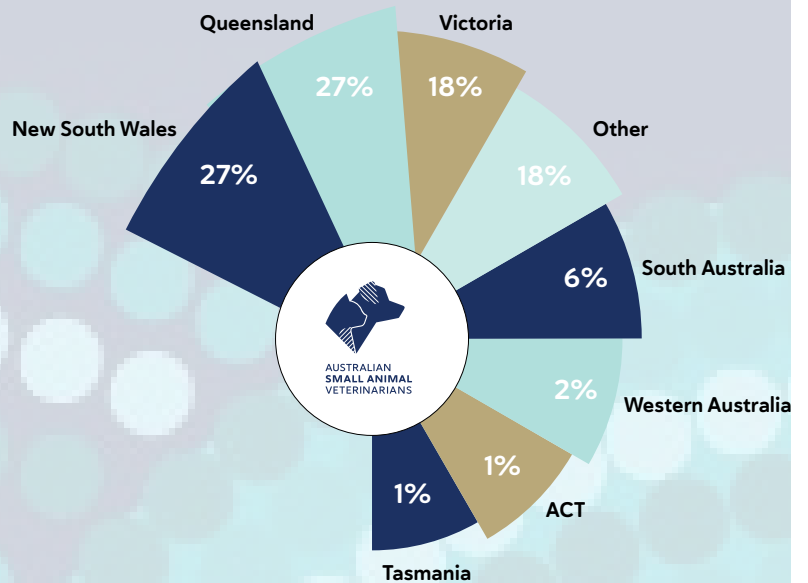
99% of exhibitors said the networking opportunities during breaks was good or great



99% of exhibitors surveyed achieved most or all of their objectives by attending the conference



Delegates by occupation 2019



Delegates by location 2019

Please Note: This was not a mandatory field, so not all delegates answered this question. Delegates were able to select all occupation which applied to them.

Source: 2019 ASAV, AVDS & AVBIG delegate survey



## Your Audience

With approximately 80% of all ASAV practising veterinarians working in small animal-based hospitals and clinics, the ASAV annual conference provides industry partners with the opportunity to meet face-to-face with a large segment of veterinarians in Australia. This year, you can expand your reach to also include veterinary specialists in emergency surgery and medicine, plus behaviour, dentistry, and unusual pet and avian veterinarians.

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.

We are expecting more than 350 delegates in attendance over the week.



# 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.

## Gold Sponsorship

Limited opportunities

**\$33,440 inc. GST**

### Inclusions:

- Acknowledgment as a Gold sponsor
- Entitlement to use the phrase “Gold sponsor of the 2022 Small Animal Conference”
- 18 square metres of exhibition space in the industry exhibition
- Preferential treatment regarding allocation of exhibition space within the industry exhibition
- Choice between one (1) plenary session sponsorship OR one (1) stream sponsorship of your choice
- Two (2) full page advertisements in the conference electronic proceedings
- Two (2) full page advertisements in the conference handbook
- Two (2) conference related article in conference e-newsletter in the lead up to conference
- One (1) Facebook post in the lead up to conference
- One (1) Facebook post while on-site at conference
- Six (6) full exhibitor registrations including attendance at scientific sessions, exhibition, exhibition night welcome, happy hour, awards dinner and farewell drinks
- Acknowledgment on selected printed material leading up to and during the conference
- Logo and branding on official conference website
- Inclusion in the online and conference handbook exhibitor listing
- Verbal acknowledgment (opportunities to be determined)
- Entry into free passport competition

## Silver Sponsorship

Limited opportunities

**\$20,570 inc. GST**

### Inclusions:

- Acknowledgment as a Silver sponsor
- Entitlement to use the phrase “Silver sponsor of the 2022 Small Animal Conference”
- 9 square metres of exhibition space in the industry exhibition
- Preferential treatment regarding allocation of exhibition space within the industry exhibition
- One (1) full page advertisement in the conference electronic proceedings
- One (1) full page advertisement in the conference handbook
- One (1) conference related article in conference e-newsletter in the lead up to conference
- One (1) Facebook post in the lead up to conference
- Two (2) full page advertisement in Companion magazine to be published within 2022
- Four (4) full exhibitor registrations including attendance at scientific sessions, exhibition, exhibition night welcome, happy hour, awards dinner and farewell drinks
- Acknowledgment on selected printed material leading up to and during the conference
- Logo and branding on official conference website
- Inclusion in the online and conference handbook exhibitor listing
- Verbal acknowledgment (opportunities to be determined)
- Entry into free passport competition



## Bronze Sponsorship

Limited opportunities

\$14,135 inc. GST

### Inclusions:

- Acknowledgment as a Bronze sponsor
- Entitlement to use the phrase “Bronze sponsor of the 2022 Small Animal Conference”
- 9 square metres of exhibition space in the industry exhibition
- Preferential treatment regarding allocation of exhibition space within the industry exhibition
- One (1) full page advertisement in the conference electronic proceedings
- One (1) full page advertisement in the conference handbook
- Two (2) full exhibitor registrations including attendance at scientific sessions, exhibition, exhibition night welcome, happy hour, awards dinner and farewell drinks
- Acknowledgment on selected printed material leading up to and during the conference
- Logo and branding on official conference website
- Inclusion in the online and conference handbook exhibitor listing
- Verbal acknowledgment (opportunities to be determined)
- Entry into free passport competition



# Other Sponsorship Opportunities

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

<b>Breakfast Sponsorship</b>	<b>\$5,075 inc. GST</b>
Four opportunities available	
<p>Popular with delegates and 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.</p> <p><b>Inclusions:</b></p> <ul style="list-style-type: none"> <li>• Naming rights for the breakfast session</li> <li>• Choice of speaker and topic (<i>subject to AVA approval</i>)</li> <li>• Session promoted in the lead up to conference</li> <li>• Company logo on venue signage</li> <li>• Company logo on breakfast menus</li> <li>• Company signage displayed in foyer and throughout breakfast room (<i>to be provided by sponsor</i>)</li> <li>• Acknowledgement on selected conference marketing material</li> </ul> <p><i>Maximum of 90 delegates per session, delegates register complimentary. The sponsor is also required to pay for catering, room hire and audio-visual costs.</i></p> <p><i>Please note: this sponsorship opportunity is only available to current sponsors and exhibitors of this event.</i></p>	

<b>Plenary Session Sponsorship</b>	<b>\$2,570 inc. GST (per plenary)</b>
Four opportunities available	
<p><b>Inclusions:</b></p> <ul style="list-style-type: none"> <li>• Company signage at the entrance to the plenary room and included in session room (<i>provided by sponsor</i>)</li> <li>• Holding slide with logo during introduction of speaker</li> <li>• Acknowledgement by session chairperson</li> <li>• Opportunity for sponsor representative to attend sessions and welcome delegates as they enter</li> <li>• Opportunity for seat drop or hand out upon entry of one piece of marketing material provided in session (<i>250 pieces provided by sponsor</i>)</li> <li>• Acknowledgement on selected conference marketing materials</li> </ul>	

<b>Stream Sponsorship</b>	<b>\$2,570 inc. GST (per stream per day)</b>
Eleven opportunities available	
<p><b>Inclusions:</b></p> <ul style="list-style-type: none"> <li>• Company signage at the entrance to the stream room and included in stream room (<i>provided by sponsor</i>)</li> <li>• Holding slide with logo during introduction of speaker</li> <li>• Acknowledgement by session chairperson</li> <li>• Opportunity for sponsor representative to attend sessions and welcome delegates as they enter</li> <li>• Opportunity for seat drop or hand out upon entry of one piece of marketing material provided in a selected session (<i>250 pieces provided by sponsor</i>)</li> <li>• Acknowledgement on selected conference marketing materials</li> </ul>	



# Social Sponsorship Opportunities

The 2022 Small Animal Conference has four amazing social events which will be held throughout the week in which you can sponsor to provide more exposure to your company and brand.

## Unusual Pet and Avian Veterinarians Dinner: Platinum Event Sponsor

**\$3,300 inc. GST**

One opportunity available

**Sunday 24 July | 7:00pm - 10:00pm | Crocosaurus Cove, Darwin City**

This is a unique opportunity to promote your business to an intimate group of up to 50 veterinarians who have a special interest in avian, reptile and exotic pet medicine at Crocosaurus Cove, Darwin's most unique and iconic event venue which is conveniently located in the heart of Darwin City. Guests will receive a true taste of Darwin by spending the evening surrounded by the iconic saltwater crocodiles and an array of native Top End reptiles.

Inclusions:

- Acknowledgement as the Platinum Event Sponsor of the Unusual Pet and Avian Veterinarians Dinner
- Entitlement to use the phrase "Platinum Event Sponsor of the Unusual Pet and Avian Veterinarians Dinner at the 2022 Small Animal Conference"
- Opportunity to address the audience during the dinner for a maximum of five (5) minutes
- Two (2) dinner tickets
- Acknowledgment on dinner menus
- Acknowledgment by the MC on the night
- Opportunity to display signage throughout venue (provided by sponsor)
- Opportunity to provide a guest gift to all attendees (provided by sponsor)
- Opportunity to upgrade food and beverage package, at sponsor's cost
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (opportunities to be determined)

## Exhibition Welcome Night: Platinum Event Sponsor

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

One opportunity available

**Monday 25 July 2022 | 5:30pm - 7:30pm | Exhibition Area, Hall 1**

*Sponsor the official conference welcome event which will be held on the Sunday night on the first day of conference. This event will go for two hours and will take place in the exhibition area. We anticipate over 300 attendees.*

Inclusions:

- Acknowledgement as the Platinum Event Sponsor of the Exhibition Welcome Night
- Entitlement to use the phrase "Platinum Event Sponsor of the Exhibition Welcome Night at the 2022 Small Animal Conference"
- Opportunity to address the audience during the Exhibition Welcome Night for a maximum of five (5) minutes
- Two (2) Exhibition Welcome Night tickets
- Acknowledgment on the night by the AVA National or ASAV SIG President
- Opportunity to display signage at the entrance to the exhibition and around the catering stations. *Signage must not block or cover other exhibitors' displays or signage.*
- Opportunity to provide a guest gift to all attendees (provided by sponsor)
- Opportunity to upgrade food and beverage package, at sponsor's cost
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (opportunities to be determined)

### Exhibition Welcome Night: Entertainment Sponsor

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

One opportunity available

**Monday 25 July 2022 | 5:30pm - 6:30pm | Exhibition Area, Hall 1**

*Sponsor the entertainment at the official conference welcome event on Monday night. This event will go for two hours and will take place in the exhibition area. We anticipate over 300 attendees.*

Inclusions:

- Acknowledgement as the Entertainment Sponsor of the Exhibition Welcome Night
- Entitlement to use the phrase "Entertainment Sponsor of the Exhibition Welcome Night at the 2022 Small Animal Conference"
- Acknowledgment by the MC on the night as the Entertainment Sponsor
- One (1) Exhibition Welcome Night ticket
- Opportunity to display two (2) banners around area where entertainment is performing (provided by sponsor)
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (*opportunities to be determined*)

### Happy Hour Sponsorship

**\$3,300 inc. GST**

One opportunity available

**Tuesday 26 July 2022 | 5:30pm - 6:30pm | Exhibition Area, Hall 1**

*Located in the exhibition area, happy hour is on Monday, after sessions conclude for the day and is included for all delegates. We anticipate over 300 attendees.*

Inclusions:

- Acknowledgement as the Happy Hour sponsor
- Entitlement to use the phrase "Happy Hour sponsor of the 2022 Small Animal conference"
- Opportunity to address the audience during the Happy Hour for a maximum of three (3) minutes
- Two (2) Happy Hour tickets
- Opportunity to display signage at the entrance to the exhibition and around the catering stations. *Signage must not block or cover other exhibitors' displays or signage.*
- Opportunity to provide a guest gift to all attendees (*provided by sponsor*)
- Opportunity to upgrade food and beverage package, at sponsor's cost
- Opportunity for theming or to provide entertainment during happy hour, at sponsor's cost and subject to AVA approval
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (*opportunities to be determined*)

### Tuesday Evening Activity or Dinner - POA

*Expression of Interest - One Opportunity Available*

*Tuesday 26 July - after Happy Hour*

*In 2019 we introduced an additional networking opportunity for delegates and exhibitors to connect and the feedback was great.*

*We'd like to continue this year with either a sit-down dinner, drinks or activity. If this sounds like an opportunity you would like to be involved in, please email the Conference Secretariat ([stephanie.mcguinness@ava.com.au](mailto:stephanie.mcguinness@ava.com.au)) or fill in the online booking form to express your interest.*



### ASAV Awards Dinner: Platinum Event Sponsor

\$8,800 inc. GST

One opportunity available

**Wednesday 27 July 2022 | 7:00pm - Midnight | Darwin Convention Centre**

*Join us at the annual ASAV Awards Dinner, which celebrates the highest achievers in the small animal profession and will be held on the Wednesday evening of the conference. We anticipate over 200 attendees.*

#### Inclusions:

- Acknowledgement as the Platinum Event Sponsor of the ASAV Awards Dinner
- Entitlement to use the phrase "Platinum Event Sponsor of the ASAV Awards Dinner at the 2022 Small Animal Conference"
- Opportunity to address the audience during the event for a maximum of five (5) minutes
- Acknowledgment by the MC on the night as the Platinum Event Sponsor
- Acknowledgment on dinner menus
- Two (2) award dinner tickets
- One (1) full page advertisement in the conference handbook
- One (1) conference related article in conference e-newsletter in the lead up to conference
- Opportunity to display signage throughout venue (provided by sponsor)
- Opportunity to provide a guest gift to all attendees (provided by sponsor)
- Opportunity to upgrade food and beverage package, at sponsor's cost
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (opportunities to be determined)

### ASAV Awards Dinner: Band Sponsor

\$5,200 inc. GST

One opportunity available

**Wednesday 27 July 2022 | 7:00pm - Midnight | Darwin Convention Centre**

*Sponsor the Awards Dinner band and be the reason that delegates get up and dance at this year's gala dinner!*

#### Inclusions:

- Acknowledgement as the Band Sponsor of the ASAV Awards Dinner
- Entitlement to use the phrase "Band Sponsor of the ASAV Awards Dinner at the 2022 Small Animal conference"
- Acknowledgment by the MC on the night as the Band Sponsor
- Acknowledgment on dinner menus
- One (1) award dinner ticket
- Company logo on projector screens when band is playing
- Opportunity to display two (2) banners on stage when the band is playing (provided by sponsor)
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (opportunities to be determined)

### ASAV Awards Dinner: Pre-Dinner Entertainment Sponsor

\$3,800 inc. GST

One opportunity available

**Wednesday 27 July 2022 | 7:00pm - Midnight | Darwin Convention Centre**

*Leave delegates wanting more by sponsoring the pre-dinner entertainment at this year's gala dinner!*

**Inclusions:**

- Acknowledgement as the Pre-Dinner Entertainment Sponsor of the ASAV Awards Dinner
- Entitlement to use the phrase "Pre-Dinner Entertainment Sponsor of the ASAV Awards Dinner at the 2022 Small Animal conference"
- Acknowledgment by the MC on the night as the Pre-Dinner Entertainment Sponsor
- Acknowledgment on dinner menus
- One (1) award dinner ticket
- Company logo on projector screens during event featured as a sponsor
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (*opportunities to be determined*)

### ASAV Awards Dinner: Photobooth Sponsorship

\$2,400 inc. GST

One opportunity available

**Wednesday 27 July 2022 | 7:00pm - Midnight | Darwin Convention Centre**

*Get on board with attendee's favourite part of an awards dinner, the photo booth! Provide a social media sharing station where delegates can print their photo booth pictures and send them to Facebook, Twitter, or to their email and create a big buzz.*

**Inclusions:**

- Acknowledgement as the Photobooth Sponsor of the ASAV Awards Dinner
- Entitlement to use the phrase "Photobooth Sponsor of the ASAV Awards Dinner at the 2022 Small Animal conference"
- Acknowledgment by the MC on the night as the Photobooth Sponsor
- Acknowledgment on dinner menus
- Company logo included on each printed photo strip, along with the official conference branding
- One (1) award dinner ticket
- Opportunity to display two (2) banners at the photobooth area (*provided by sponsor*)
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (*opportunities to be determined*)



## Farewell Drinks Sponsorship

**\$3,300 inc. GST**

One opportunity available

**Thursday 28 July 2022 | 5:30pm - 6:30pm | Darwin Convention Centre**

*End the conference on a high note by sponsoring the farewell drinks. We anticipate over 150 attendees.*

Inclusions:

- Acknowledgement as the Farewell Drinks sponsor
- Entitlement to use the phrase “Farewell Drinks sponsor of the 2022 Small Animal conference”
- Opportunity to address the audience during the Farewell Drinks for a maximum of three (3) minutes
- Opportunity to display signage throughout the event space (*provided by sponsor*)
- Opportunity to provide a guest gift to all attendees (*provided by sponsor*)
- Opportunity to upgrade food and beverage package, at sponsor’s cost
- Opportunity for theming or to provide entertainment during event, at sponsor’s cost and subject to AVA approval
- Company logo on conference website and selected marketing materials
- Verbal acknowledgment (*opportunities to be determined*)

## Coffee Cart Sponsorship

**\$6,500 inc. GST**

Two opportunities available

**Monday 25 - Thursday 28 July 2022**

*Sponsor one of only two coffee carts that will be available for delegates to receive unlimited caffeine during catering breaks in the exhibition area. You can even have it on your stand and get branded coffee cups!*

Inclusions:

- Acknowledgement as a Coffee Cart sponsor at the conference
- One (1) half-page colour conference handbook advertisement
- Company name and logo on various conference signage
- Opportunity to brand coffee cart area, subject to approval from ASAV and at sponsor’s expense
- Opportunity to provide branded cups for coffee to be served in (*additional cost paid by sponsor*)

*\* Price listed above includes 200 cups per day. The coffee cart will be open from the beginning of morning tea each day continually until the end of afternoon tea. Please note on the last day service will finish at the end of lunch.*

*If you look like you will exceed your allocated quota of cups on any given day, you will be given the opportunity to pay for more if you so choose.*

## Lunch Time Treats Sponsorship

**\$2,800 inc. GST**

Four opportunities available

**Available lunch time Monday, Tuesday, Wednesday or Thursday**

*This year we’re looking to add something a little different to our lunch time catering breaks! Sponsor a special treat for the delegates to have which will be served on or around your stand.*

\*Possible options include: Have an idea for a treat? We’d love to hear it! Please email the Conference Secretariat (stephanie.mcguinness@ava.com.au) to discuss options.

- Milkshakes
  - Ice-cream
  - Popcorn
  - Fairy Floss
- What’s included:
- Acknowledgement as a Lunch Time Treats Sponsor at the conference
  - Company name and logo on various conference signage
  - Promotion of your selected treat and your stand during your chosen lunch day

*\* Treat options can only be chosen once, no two sponsors can serve the same treat during the week.*

## Exhibition Opportunities

Exhibiting at the conference gives you an excellent opportunity to engage face-to-face with your target market, demonstrate your products and services, establish a rapport and build relationships, all while raising your organisation's profile.

To ensure you have the maximum exposure to delegates, the following steps have been taken:

- Reduced entry fee to the exhibition to drive non-delegates to visit the exhibition
- Refreshment breaks including morning tea, lunch and afternoon tea, will be served in the industry exhibition area
- Exhibition Welcome Night will be held in the exhibition area after close of sessions on Monday and happy hour will be held here on Tuesday night
- Acknowledgment on selected printed material leading up to and during the conference, including the trade directory on the conference website and conference handbook

## Additional Registrations and Tickets

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.

## Exhibition Services

An exhibitor's manual will be sent to participating exhibitors in the lead up to conference.



### Trade stand only: 9sqm (3m x 3m)

**\$6,435 inc. GST**

Limited opportunities

#### Inclusions:

- 9 square metres of exhibition space in the industry exhibition (3m x 3m)
- 2.5m high polished aluminium frame with white melamine infill panels (octanorm)\*
- Carpeted floor
- White corflute sign with vinyl lettering. Row booths have 1 fascia sign, corner booths have 2 fascia signs\*
- 2 x 150-watt spotlights\*
- 1 x 4amp power point\*
- Company logo on selected marketing materials
- Entry into free passport competition
- Inclusion in the conference handbook exhibitor listing
- Listing in the online trade directory
- Two (2) full exhibitor registrations which include:
  - Morning tea, lunch and afternoon tea in the exhibition Monday – Thursday
  - Access to scientific sessions and the exhibition
  - Exhibition night welcome ticket
  - Happy hour ticket
  - Conference dinner ticket
  - Farewell drinks ticket

*\*Custom stands include carpeted floor space only – lighting, power and fascia/s are not supplied. Please note that all build and print/graphic designs for custom stands must be submitted to the Conference Secretariat for approval. Wall height restrictions for custom stands are 3m. Custom stands are not permitted to hang anything from the ceiling.*

### Trade stand only: 4sqm (2m x 2m)

**\$3,960 inc. GST**

Only ten (10) available

#### Inclusions:

- 4 square metres of exhibition space in the industry exhibition (2m x 2m)
- 2.5m high polished aluminium frame with white melamine infill panels (octanorm)\*
- Carpeted floor
- White corflute sign with vinyl lettering. Row booths have 1 fascia sign, corner booths have 2 fascia signs\*
- 2 x 150-watt spotlights\*
- 1 x 4amp power point\*
- Company logo on selected marketing materials
- Entry into free passport competition
- Inclusion in the conference handbook exhibitor listing
- Listing in the online trade directory
- One (1) full exhibitor registration which includes:
  - Morning tea, lunch and afternoon tea in the exhibition Monday – Thursday
  - Access to scientific sessions and the exhibition
  - Exhibition night welcome ticket
  - Happy hour ticket
  - Conference dinner ticket
  - Farewell drinks ticket

*Please note: 4sqm stands are restricted to one stand per company, shell scheme only and are only available while booths last.*





# Advertising Opportunities

## Conference handbook

Limited opportunities

Two (2) full pages \$1,105 inc. GST\*

One (1) full page \$655 inc. GST\*

The conference handbook which is an A4 booklet, is given to each delegate upon arrival and has become a keepsake and useful resource long after the conference has finished.

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

*All advertisements must be approved by the Conference Secretariat prior to the conference and comply with AVA Policy/s. \*This opportunity is not available for non-exhibitors.*



From 2022, the AVA is working toward a sustainable conference. Our first step is phasing out the delegate satchels and inserts from this event. We understand that our conference partners and exhibitors may wish to gift delegates with these items instead. Although we don't want to discourage companies from including their corporate promotional items, we do encourage that they consider providing an item which is sustainable and/or biodegradable.



# ASAV Awards 2022

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.

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

## ASAV Practitioner of the Year

**\$1,200 inc. GST**

One opportunity available

The highest award presented on the night is the ASAV Practitioner of the Year. This award is given to a practitioner who in the eyes of ASAV members, has rendered outstanding service to the profession and the public in terms of academic qualifications, standard of practice, professional profile, altruism or all of these components.

Inclusions:

- Acknowledgement as the ASAV Practitioner of the Year Awards Sponsor
- Entitlement to use the phrase “ASAV Practitioner of the Year Awards Sponsor of the 2022 Small Animal Conference”
- Opportunity for a company representative to present the trophy to the winner on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night

## ASAV Award for Scientific Excellence

**\$950 inc. GST**

One opportunity available

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

Inclusions:

- Acknowledgement as the ASAV Award for Scientific Excellence Awards Sponsor
- Entitlement to use the phrase “Award for Scientific Excellence Awards Sponsor of the 2022 Small Animal Conference”
- Opportunity for a company representative to present the trophy to the winner on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night

### John Holt Distinguished Service Award

**\$950 inc. GST**

One opportunity available

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

Inclusions:

- Acknowledgement as the John Holt Distinguished Service Award Sponsor
- Entitlement to use the phrase “John Holt Distinguished Service Award Sponsor of the 2022 Small Animal Conference”
- Opportunity for a company representative to present the trophy to the winner on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night

### Atwell Award - Best Case Report

**\$750 inc. GST**

One opportunity available

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

Inclusions:

- Acknowledgement as the Atwell Award - Best Case Report Awards Sponsor
- Entitlement to use the phrase “Atwell Award - Best Case Report Awards Sponsor of the 2022 Small Animal Conference”
- Opportunity for a company representative to present the trophy to the winner on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night





## Atwell Award - Best Original Study

**\$750 inc. GST**

One opportunity available

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

Inclusions:

- Acknowledgement as the Atwell Award - Best Original Study Awards Sponsor
- Entitlement to use the phrase "Atwell Award - Best Original Study Awards Sponsor of the 2022 Small Animal Conference"
- Opportunity for a company representative to present the trophy to the winner on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night

## Student Scholarship Awards

**\$2,500 inc. GST**

One opportunity available

The ASAV Student Scholarship offers our student members valuable continuing education, as well as an opportunity to network with like-minded professionals. We award up to four scholarship each year.

The scholarships are open to all current ASAV student members across Australia. Scholarship recipients will 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.

Inclusions:

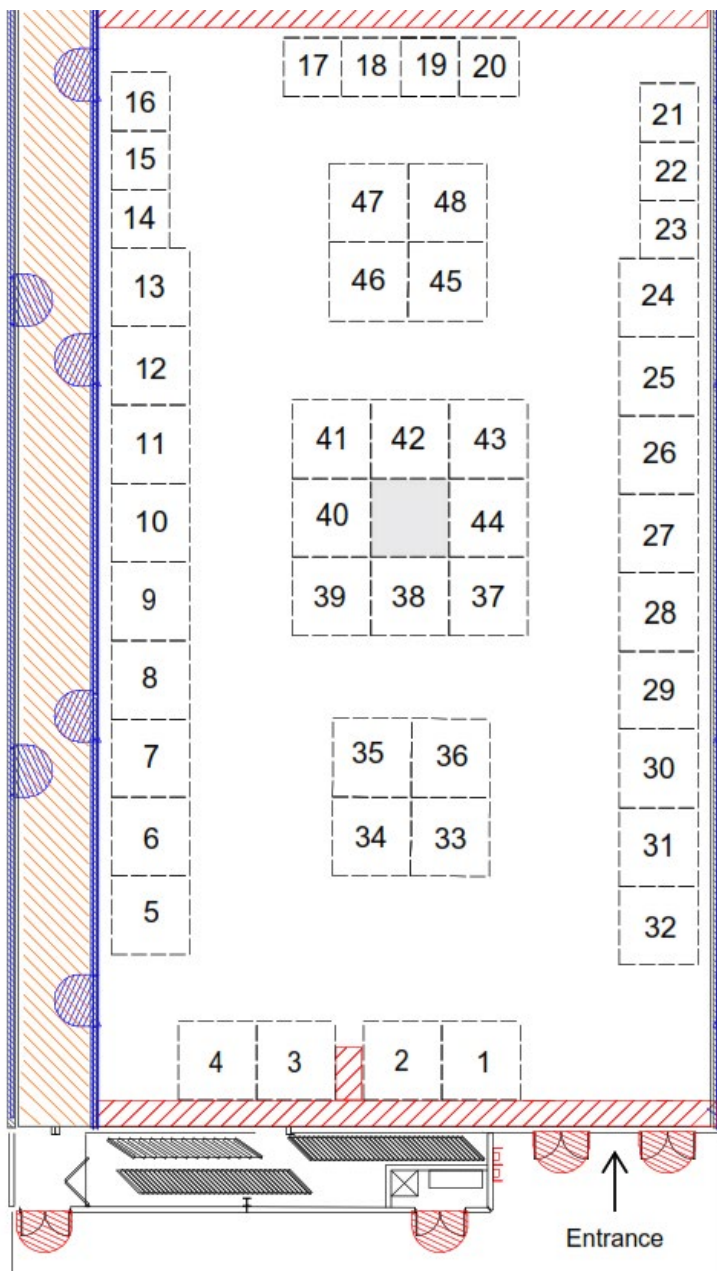
- Acknowledgement as the Student Scholarship Awards Sponsor
- Entitlement to use the phrase "Student Scholarship Awards Sponsor of the 2022 Small Animal Conference"
- Opportunity for a company representative to present the trophy/s to the four (4) winner/s on the night and take photos on stage
- One (1) award dinner ticket
- Company logo on trophy
- Company logo on award certificate
- Company logo on award page website and selected marketing materials
- Company logo on various slides at ASAV Awards Dinner
- Verbal acknowledgement of sponsorship by master of ceremonies on the night



# Exhibition Floor Plan

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.

The exhibition will be in Hall 1 of the Darwin Convention Centre. The exhibition will be the networking hub of the conference, giving delegates the opportunity for direct contact with sponsors and exhibitors alike. All refreshment breaks are held in the exhibition, which will also host the Exhibition Welcome Night on Monday and Happy Hour on the Tuesday.



Exhibition  
Bump In  
**Sunday 24  
July 2022**

Exhibition  
Open  
**Monday 25 -  
Thursday 28  
July  
2022**

Scientific  
Program  
**Sunday 24-  
Thursday 28  
July  
2022**

Workshop  
Program  
**Sunday 24 &  
Friday 29  
July  
2022**

## Draft Bump In and Out Schedule

### Sunday 24 July

4:00am – 6:00am	Expo company bump in/mark out
6:00am – 2:00pm	Custom stand bump in
2:00pm – 5:00pm	Exhibitor bump in: Hall 1

### Monday 25 July

8:30am – 10:00am	Exhibitors will have access to finish setting up
10:15am	Exhibitors morning tea is served
10:30am	Exhibition opens - morning tea for delegates

### Thursday 25 July

2:00pm	Lunch ends
2:15pm – 4:30pm	Exhibition bump out: Hall 1
4:30pm – Midnight	Expo company and custom stand builders pack down

*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

Bookings are to be submitted via the online booking form <https://www.ava.com.au/education-events/sponsor-exhibit/about/?eid=EV001229> from 2:00pm AEDT on Friday 11 February 2022. 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 Annual Conferences. Stands will 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



## Money Matters

All amounts stated in this document are in Australian dollars and are exclusive of GST.

### Conditions of Sponsorship and Exhibition Payment

A deposit of 50% of the total amount payable will be required 14 days from signing the enclosed booking form and to secure your sponsorship package preference. The outstanding balance must be received no later than 2 June 2022

### International Exhibitors

International exhibitors are required to pay the total amount at time of booking.

### Payment Methods

A tax invoice will be raised for payment, you can pay this via:

1. Direct bank transfer - please contact the Conference Secretariat for bank account details
2. Company cheque
3. Credit card – Visa and MasterCard accepted

### Cancellation

1. Requests for cancellations must be submitted in writing
2. If cancellation is accepted, 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
4. See the Terms and Conditions for more information

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.

### Conditions of exhibition and sponsorship payment

- All amounts stated in this Prospectus are in Australian dollars and are inclusive of GST.
- An invoice for your stand and written confirmation of your entitlements will be sent to you upon receiving the completed Exhibition Booking form. Stand allocations may not be finalised at time of invoicing and will be advised via written confirmation once allocation has been completed.

- Stand allocation is based on sponsorship level, receipt of booking form, and history and positive involvement with the conference. The organisers will make every effort to place exhibitors in their preferred position, with due diligence given to the location and placement or products and services within the Industry Exhibition.
- A deposit of 50% of the total amount payable will be required upon the submission of your booking form to secure your sponsorship or exhibition package preference. The outstanding balance must be received no later than 2 June 2022 and is non-refundable. Please note: International exhibitors are required to pay the total amount at time of booking.
- Additional exhibitor registrations and social event tickets will be available to purchase, details will be available in the Exhibitor Manual which will be distributed prior to the conference.
- Please forward evidence of your public liability coverage to the Conference Secretariat with the balance of monies owed no later 2 June 2022. If not received the Conference Secretariat will charge the exhibitor an additional fee for this coverage.
- 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, you can arrange payment by one of the following methods:

- Direct bank transfer – please contact the Conference Secretariat for bank account details
- Credit Card – Visa and MasterCard accepted

### Cancellation

1. Requests for cancellations must be submitted in writing to the Conference Secretariat.
2. If cancellation is accepted, 50% of the contracted cost to exhibit/sponsor will be retained.
3. If cancellation occurs within two (2) months of the commencement of the exhibition, 100% of the contracted cost to exhibit/sponsor will be retained.
4. See the Terms and Conditions for more information.

## Booking Terms

The size and location of all logos included in conference collateral, on the conference website or conference signage will be at the discretion of the Conference Secretariat and will reflect the level of commercial support given.

There is to be no sale or promotion of products or services that conflict with AVA policy. Nor is there to be sale or promotion of any unregistered products unless an application for registration has been lodged with the APVMA and it is stated on the promotional material that the product is not registered, and an application has been lodged. The conference organisers have the right to remove any products from display that they feel are inappropriate without penalty. To view the current AVA policies, visit [www.ava.com.au](http://www.ava.com.au).

### Policies

#### Support AVA in removing brachycephalic breeds from advertising

The popularity of certain breeds of dogs with exaggerated physical features has resulted in their increased use in marketing and advertising campaigns, and often in products aimed specifically at veterinarians, such as veterinary pharmaceuticals.



Unfortunately, the exaggerated features lead to serious health and welfare problems, which the veterinary community are faced with managing, to try to give these animals a more comfortable life. To raise awareness of this issue, the Australian Veterinary Association (AVA) and RSPCA Australia launched an awareness campaign in 2016 called 'Love is Blind'.

We have already reached out to our sponsors and regular advertisers advising that we will stop using these breeds in all advertising material appearing in our publications, and ask for your assistance with this when it comes to all marketing material, including:

- Any form of advertising in print and digital AVA products
- Exhibits at AVA conferences and events
- Any other form of marketing undertaken under the AVA brand.

The AVA will be enforcing this policy at the Conference, and we ask that you make sure that all your team involved in the exhibition are aware of our policy and the animal welfare issues involved.

If you need more information please contact Melanie Latter, [melanie.latter@ava.com.au](mailto:melanie.latter@ava.com.au). You can also visit [www.loveisblind.org.au](http://www.loveisblind.org.au) to learn more.

We believe this is a great opportunity for the AVA and our valued industry partners to demonstrate a partnership that promotes healthy dogs and contributes to a positive animal welfare outcome.

Read the AVA policy

Watch the video

#### Competing Products and Services - Clause 41

The AVA reserves the right to refuse to enter into a contract, or to restrict the activity of a sponsor, exhibitor or advertiser, when in the view of the AVA the product, exhibits, images or advertising content will:

- Not comply with AVA policies and values.
- Not comply with the relevant Australian Standards or legislation
- Contravene contractual relationships with commercial partners that we are legally bound to including Credit card providers, Health/Professional Indemnity, Business Insurance and On-Line Vet Bookings
- Directly promote membership of a competing veterinary membership association to AVA members and potential members.

#### Privacy Policy

The Australian Veterinary Association Ltd (AVA) supports good privacy practice, and aims to manage personal information in an open and transparent way. Our policy sets out how the AVA aims to comply with the Privacy Act 1998 (Act) and the Australian Privacy Principles (APP's) which came into force on 12 March 2014. View AVA Privacy Policy or visit [www.ava.com.au/privacy-policy](http://www.ava.com.au/privacy-policy).

The AVA takes photos of this event. By attending you give AVA permission to use images taken at the conference, as well as any written comments on our evaluation forms in our communications.

# Terms and Conditions

## The Contract

1. "Organiser" means The Australian Veterinary Association Ltd (ABN 63 008 522 852).
2. "Exhibitor" means the person, company or other legal entity identified as such in the Booking Form and its employees and agents.
3. A contract is formed between the Organiser and the Exhibitor when the Organiser accepts the Booking Form by issuing a written letter of confirmation to the Exhibitor. The Booking Form together with these Terms and Conditions constitute the "Contract" between the Organiser and the Exhibitor and any additional terms and conditions in any documentation or purchase order provided by the Exhibitor will not form part of the Contract or be binding on the Organiser.
4. The Organiser may terminate the contract by notice in writing to the Exhibitor 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 terminate the contract by notice in writing to the Exhibitor within 28 days of receipt of the Booking Form without penalty and will return any deposit received. Termination shall be effective on the termination date specified in the termination notice, or if no date is specified, then on the date of the termination notice.
5. The Organiser is not bound to accept any Booking Form and no binding contract is formed between the Exhibitor and the Organiser until the Organiser accepts the Booking Form in accordance with clause 3.

## 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 (without penalty or liability):
  - a. to postpone the exhibition from the set dates and to hold the exhibition on other dates as near to the original dates as possible;
  - b. to shorten or lengthen the duration of the exhibition and alter the hours during which the exhibition is open to visitors;
  - c. to amend or alter the location of the exhibition; and
  - d. to change the exhibition floor layout.
8. The Organiser will only exercise the rights in clause 7 if it is reasonably necessary to protect the legitimate business interests of the Organiser or to enable the Organiser to fulfil its legal obligations to third parties (including but not limited to, obligations to the lessor or manager of the venue at

- which the exhibition is to be held or to other exhibitors, sponsors or attendees) or in response to a Force Majeure Event. The Exhibitor undertakes to agree to any alterations made in exercise of the rights in clause 7.
9. 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.
  10. Subject to clause 7, the Organiser will use reasonable endeavours to allocate the Exhibitor an exhibition space as close as possible to their desired location.
  11. The Organiser is responsible for the control of the exhibition area.
  12. 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 this Contract.
  13. 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.
  14. The Organiser may refuse without limitation to permit activity within the exhibition or may require the cessation of particular activities at their discretion.
  15. The Organiser reserves the right to specify heights of walls and coverings for display areas.
  16. 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 the Organiser's 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 this Contract.
  17. The Organiser may determine the hours during which the Exhibitor has access to the exhibition venue for the purpose of setting up and dismantling.

18. 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.
19. The Organiser may in its discretion specify conditions relating to the movement of goods and displays, prior, during and after the exhibition.
20. 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.
21. The Organiser will arrange security onsite during the period of the exhibition.
22. The Organiser will arrange for daily cleaning of aisles outside the exhibition open hours.

## Obligations and Rights of the Exhibitor

23. The Exhibitor must ensure that all accounts are finalised and paid by that date which is 78 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 this Contract.
24. The Exhibitor must occupy their allocated exhibition space by the advertised opening time. 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 for the duration of the exhibition or such lesser period determined by the Organiser. The Exhibitor contracted to this space will remain liable to all Terms and Conditions of Contract and will not be eligible for a refund.
25. The Exhibitor must use allocated space only for the display and promotion of goods and/or services within the scope of the exhibition.
26. 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 any person, the venue or the reputation of the Organiser or its related entities.
27. The Exhibitor must not include in their display animal breeds with exaggerated physical features which are associated with adverse health and welfare outcomes. These breeds include: Pugs, French Bull Dogs, Pekinese and other flat-faced breeds; breeds with dwarfism such as Dachshunds and Corgies; and breeds with excessive skin wrinkle such as Shar-peis. This applies to:



- Any form of advertising in print and digital AVA products
  - Exhibits at AVA conferences and events
  - Any other form of marketing undertaken under the AVA brand.
  - For more information read the AVA policy and visit [www.loveisblind.org.au](http://www.loveisblind.org.au).
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 and any lawful requirement of the venue's lessor or manager.
31. 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.
32. The Exhibitor will not display an exhibit or behave in a way that would obstruct or affect neighbouring exhibitors. This includes blocking or projecting light, impeding or projecting into aisles or neighbouring exhibition space. The Exhibitor will abide by any requests made by the Organiser to stop such activity and will abide by all other reasonable and lawful directions of the Organiser.
33. 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.
34. The Exhibitor agrees to conduct all business transactions within their allocated exhibition space unless otherwise approved by the Organiser.
- Compliance with Standards and AVA values**
35. The Exhibitor and any part of the Exhibitor's exhibit, services, products or advertising displayed or offered for sale at the exhibition or in connection with the exhibition must:
- (a) comply with the relevant Australian Standards or legislation;
  - (b) comply with the Organiser's policies and values (as displayed on the Organiser's website [www.ava.com.au](http://www.ava.com.au) or as made known to the Exhibitor by the Organiser);
  - (c) not contravene contractual relationships with commercial partners that the Organiser is legally bound to including Credit card providers, Health/ Professional Indemnity, Business Insurance and On-Line Vet Bookings;
  - (d) not bring the Organiser into disrepute;
  - (e) not interfere with the intellectual property rights of other Exhibitors; and
  - (f) not directly promote membership of a competing veterinary membership association to Organiser's members and potential members.
36. The Organiser reserves the right to refuse to enter into a contract, to terminate a contract or to restrict the activity of a sponsor, exhibitor or advertiser (without penalty), including the right to remove any product from display, when in the view of the Organiser, such product or display violates any matter specified in clause 35.
- Stand services and construction and dismantling of stand**
37. 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.
38. 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.
39. 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.
40. The Exhibitor is responsible for all items within their allocated exhibition space.
41. 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.
42. 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 this Contract, 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.
- Breach of Terms and Conditions by Exhibitor**
43. In the event of any breach of this Contract, the Organiser shall be entitled to revoke any right to use the exhibition space granted to the Exhibitor until the breach is remedied. If the breach does not amount to a material breach, the Organiser will issue a warning to the Exhibitor. If the breach is a material breach and the Exhibitor fails to remedy the breach within a reasonable period specified by the Organiser, the Organiser may terminate the Contract with immediate effect.
44. In the event of 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 require their dismantling by the Exhibitor at the conclusion of the exhibition to remedy any breach.
45. In the event of termination or revocation in accordance with clause 43, the Exhibitor shall not be entitled to a refund of moneys already paid to the Organiser and shall immediately pay to the Organiser all the moneys then due and owing to the Organiser and the Organiser shall not be liable to the Exhibitor or any other person for any loss or

damage in connection with the revocation, removal or vacation of the Exhibitor's display or termination of this Contract. The Exhibitor shall indemnify the Organiser for any third party claim brought against the Organiser in connection with the Exhibitor's breach of this Contract.

#### Insurance, Indemnity and Liability

46. 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, 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 Organiser.
47. 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 employer's 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.
48. 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 to the extent that the loss was caused or contributed to by the Exhibitor, its employees, contractors, or agents, less any loss that could have been reasonably mitigated by the Organiser.

#### Payment and termination

49. The Exhibitor must make payment of amounts due by the dates set out in this Contract (and clause 23 in particular). Should payment not be made by these

dates the stand will be available for sale to another person or entity. All amounts paid will automatically be forfeited and no refund will be made. Exhibitor shall not occupy its allocated exhibition space until all monies owing to the Organiser by the Exhibitor are paid in full.

50. In exceptional circumstances the Organiser will consider Exhibitor termination; but only if the following conditions are complied with:
- the request for termination is submitted in writing.
  - the request is received at least six (6) months prior to the exhibition.
  - the Organiser is able to re-let the terminated space in its entirety.
  - Exhibitor is not in breach of this Contract.

If the Organiser, in its discretion, agrees to allow the Exhibitor to terminate, the Organiser will notify the Exhibitor in writing of this decision. Termination shall be effective on the date specified in the notice. In all other circumstance, the Contract will remain on foot.

51. The Exhibitor accepts that if termination occurs in accordance with clause 50 the Organiser will not be required to refund any amounts paid by the Exhibitor and if termination 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 termination occurs within the two (2) months prior to 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.
52. The Exhibitor may terminate this Contract if the Organiser has committed a material breach and fails to remedy the breach within 14 days of written notice from the Exhibitor.

#### Force Majeure

53. Neither party will be liable for failure to perform any of its obligations under this Contract, including cancellation or postponement of the exhibition due to any events beyond its reasonable control and without fault, including but not limited to fire, flood, earthquake, elements of nature, acts of God, acts of government, pandemic, riot, civil disorder, rebellion, revolution or industrial disputes (Force Majeure Event).
54. If a Force Majeure Event is ongoing for more than 20 days, the Organiser at its discretion may terminate, postpone or suspend the exhibition or terminate this Contract without penalty.

55. Subject to clause 57, if a Force Majeure Event is ongoing for more than 40 days, the Exhibitor may terminate this Contract without penalty.
56. If a Force Majeure Event affects banking operations and this prevents the Exhibitor from paying any monies due to the Organiser, the Exhibitor's obligation to pay such monies will be delayed until banking operations resume normal functionality. Force Majeure Events affecting the revenue or profitability of the Exhibitor will not excuse it from paying monies due under this Contract by the due date for payment.
57. If this Contract is terminated by the Organiser in accordance with clause 54, the Organiser shall be entitled to retain 50% of the deposit and shall refund to the Exhibitor all other payments received under this Contract. The Exhibitor acknowledges that the Organiser will have incurred costs associated with organising the exhibition and securing a venue and the Organiser's right to retain 50% of the deposit in these circumstances is a genuine pre-estimate of the loss suffered by the Organiser as a result of termination and is not a penalty. If the exhibition is postponed but this Contract is not terminated by the Organiser, the Organiser shall be entitled to retain 100% of the deposit. If this Contract is terminated by the Exhibitor in accordance with clause 55, the Organiser shall be entitled to retain 100% of the deposit. The Exhibitor acknowledges that the Organiser will have incurred costs associated with organising the exhibition and securing a venue and may suffer a loss of profits as a result of the Exhibitor's decision to terminate in circumstances where the Organiser has been prepared to continue to run the exhibition and the Organiser's right to retain 100% of the deposit in these circumstances is a genuine pre-estimate of the loss suffered by the Organiser as a result of termination and is not a penalty.