

# THE LANDSCAPE SHOW

brought to you by Landscaping Victoria®

Sponsored by

*Could this  
be you?*

24 MAY 2018

MOONEE  
VALLEY  
RACECOURSE

**EXHIBITOR PROSPECTUS**



LANDSCAPING victoria®  
**MASTER  
LANDSCAPERS**

# WELCOME TO THE INAUGURAL LANDSCAPING VICTORIA TRADE EXPO

Landscaping Victoria is a progressive association of committed professionals working in an exciting and expanding industry. Over the last 51 years Landscaping Victoria has grown to be a strong force, with a growing public profile, the capacity to add huge value for its members, and the strength to effectively influence industry trends and standards.

It is because of our desire to continually raise the bar and be 'the best from the ground up' that we present to you:



The Landscape Show will be the must-attend event for all commercial and residential landscape contractors, maintenance specialists, landscape designers and architects, landscape service and product suppliers, as well as students and educators in Victoria.

Meeting with peers, suppliers and customers is a vital part of developing any business, and this Show will offer a day of unrivalled networking and inspiration to all landscape professionals, regardless of their affiliation to Landscaping Victoria or any other Association.

Partner with The Landscape Show in 2018 for this unparalleled opportunity to promote your brand to attendees from all areas of design, construction and maintenance in the landscape industry.

Georgia Harper

President, Landscaping Victoria



## 10 Great Reasons Why You Should Exhibit

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Network within your industry

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Promote your latest products to a highly targeted audience

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Reinforce your existing business relationships

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Accelerate the buying process by answering questions face to face

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Consolidate your position in the industry and reinforce customer loyalty

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Raise your company profile in the industry and add value to your brand

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Increase sales turnover

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Generate leads and increase your customer database

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Educate customers through product demonstrations

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Launch new products

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*Please see page 7 for the various standard expo booth opportunities available.*

# TAKE YOUR EXHIBIT A STEP FURTHER

In addition to providing landscape professionals with access to the products and services they need for their business and their clients, there are limited opportunities to support our Seminar and Demonstration program to deliver educational presentations as well as hands-on demonstrations for the further education of attendees.

## Expression of Interest

With only five sessions available during the day, Seminars will be chosen from submissions made via the attached Expression of Interest Form.

Seminars must be designed to appeal to as many sectors of industry as possible, thereby educating attendees with new information, providing key learnings and delivering professional development opportunities.

Seminars will be chosen for the final program based on their broad appeal, educational aspects and perceived value in content and quality of presenters.

Businesses chosen to participate in the Seminar Program will enjoy a raft of benefits for their investment and efforts in preparing an informative session, including push notifications via the Show app to all registered guests and a list of all session attendees for follow up.

Refer to the Table of Benefits overleaf for a full list of advantages and submit your EOI today!

3



## Demonstration Program

In a similar vein to the Seminar Sessions, a Demonstration Program is also open for Expressions of Interest for businesses wishing to hold a workshop or demonstration platform in which to give Show attendees a hands-on experience with their product.

With limited sessions available, submit your EOI and highlight why your business should be chosen for the program.





# SPONSOR THE SHOW

## Table of Benefits

4

STANDARD RATES AND INCLUSIONS	Naming Rights Sponsor	Major Sponsor - includes sponsorship of Networking 'Happy Hour'
No. of packages available	1	2
Price inc GST	\$11,000	\$4,400
Co-branded logo "The Landscape Show – brought to you by Landscaping Victoria and xxx"	Yes	
Co-branded logo on lanyard and name card inserts for all attendees	Yes	
Welcome address	5 min. at official opening	2 min. at Happy Hour
Acknowledgement in all promotional material distributed prior to and throughout the event – sponsor listings are hierarchical	Yes	Yes
Acknowledgement in all external advertising material – hierarchical	Yes	Yes
Company logo and profile with link to your website on expo web page in Main Banner position	Yes	
Company logo with link to your website on front web page		Yes
Company logo with link to your website on relevant expo web page		
Company logo on all printed material onsite (directional signage etc) and on holding slides for presentations	Yes	Yes
Complimentary Indoor Exhibitor site included (upgrade size or move outdoors - price difference will be invoiced)	Yes – 3 x 3	Yes – 3 x 3
Corporate banner display (provided by sponsor)	At Show Entry At Networking Hub At Seminar Room	At Networking Hub
Scheduled Seminar Session	Yes	
Scheduled Demonstration time	Yes	
On-site voiceover announcements	Yes	Yes
Logo on Showbag/Satchel	Yes (as co-branded main logo)	
Include insert (flyer or promo item) in attendee showbag	Yes	Yes
Push notification to attendees via Expo app – no. of notifications and schedule varies by sponsorship level	Yes	Yes
Social media profile on LV platforms	Yes	Yes
List of delegate details subject to privacy legislation	Yes	Yes
Other opportunities as identified*	Yes	Yes

\*Being the inaugural Show, if new opportunities are identified for promotion of any sponsors, these will be communicated to you and actioned.

Supporting Partner	Showbag Sponsor	Seminar Host	Demonstration Host
3	1		
\$3,300	\$2,200	Max. 5	Max 4
Yes			
Yes			
Yes		Yes	Yes
Yes			
At Networking Hub		At Seminar Room during session only	At Networking hub during session only
		Yes	
			Yes
Yes		Yes	Yes
	Yes		
Yes	Yes	Yes	Yes
Yes		Yes	Yes
Yes			
Yes		List of registered attendees for session	List of registered attendees for session
Yes	Yes	Yes	Yes

Various standard expo booth opportunities are also available, please see page 7 for details.

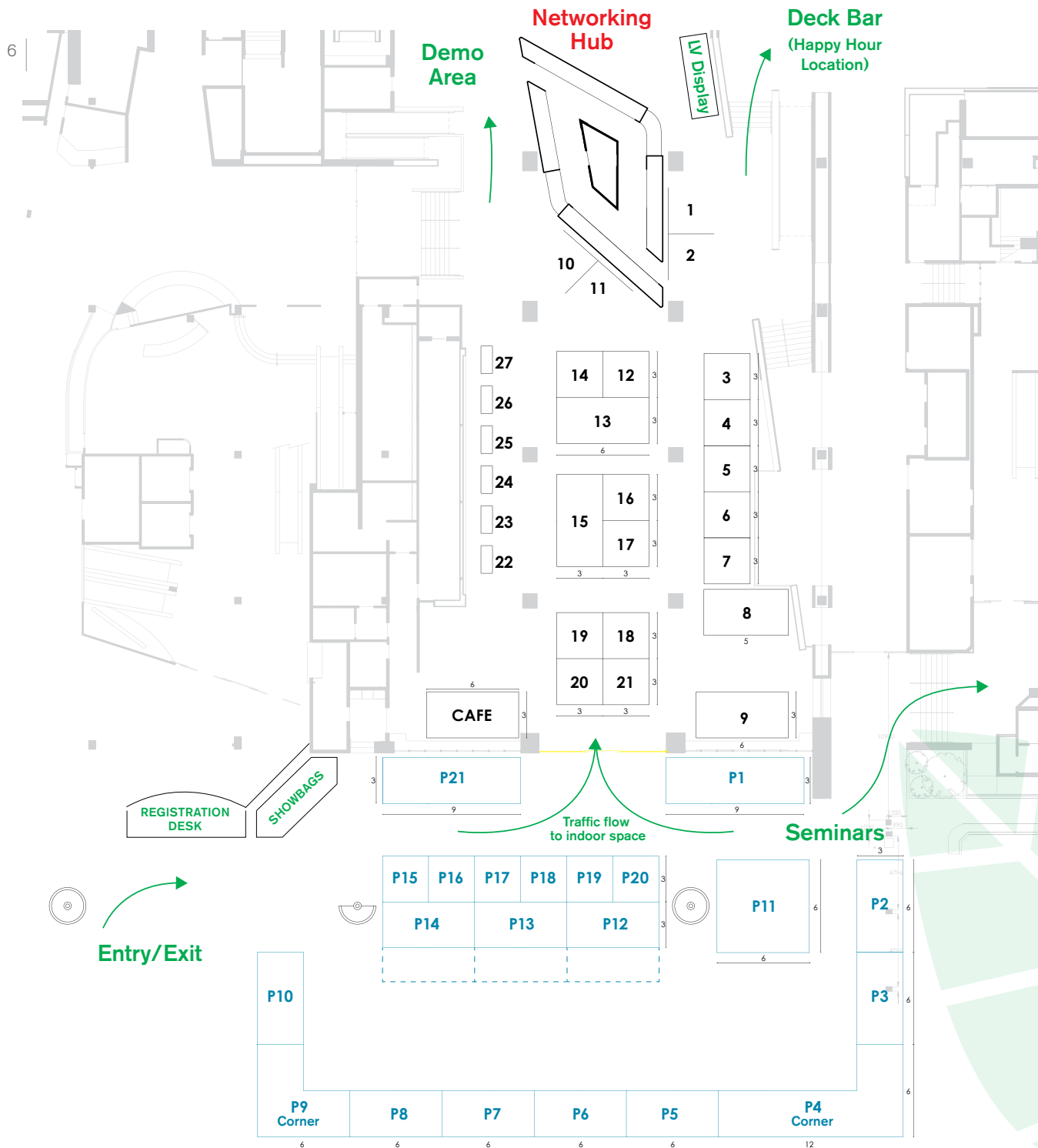
## Target Audience

Promotion of The Landscape Show will take place across a variety of channels including:

- A dedicated show website [www.thelandscapeshow.com.au](http://www.thelandscapeshow.com.au)
- A dedicated show app – unlike printed show books, all exhibitor profiles, floor maps, seminar and demonstration details and more will be live and accurate, up-to-the-minute, with the capability to provide push notifications, social feeds and more.
- Via all Landscaping Victoria social media channels – Facebook, Instagram, LinkedIn and Twitter.
- Through affiliated Associations such as NGIV, AILA, AILD, Arboriculture Australia, as well as all State Landscaping organisations, with the aim of attracting National exhibitors and interstate guests.
- Via traditional print media ads in industry publications.
- Specific promotion to TAFE's and College's teaching landscaping, design, horticulture, and arboriculture.
- And of course all Exhibitors will be encouraged to promote their attendance at the Show to their own databases, and will be provisioned with assets such as email footer jpg's, and social media badges.

Pre-show targets for attendance are estimated at 300-400 visitors, but with preliminary interest very high, it is likely that this figure could go much higher.

# FLOOR PLAN



For any variations on the above, please request with event organisers as we would love to work with you to ensure you get the right space for your brand.

Indoor Floor plan is preliminary only and has some flexibility to be adjusted. Location is the Octagonal Bar.

“P” section is the Outdoor Pavillion and is the full undercover section recommended for machinery and vehicles (on race days this operates as the Betting Ring). The breakdown of space has some flexibility and will be subject to individual Exhibitor requirements and how the Organisers can best allocate the space. Please speak to your Consultant to discuss your requirements.

Consideration for alterations across Indoor and Outdoor space will be taken on date of request.

# EXHIBIT AT THE SHOW

## Choose your stand – be seen!

Choose your level of exposure from a 2 x 2m Mini-Stand right up to a massive outdoor Super-Site big enough for the largest machinery displays.



### INDOOR MINI-STAND PACKAGE\*

2 x 2m Mini-Stand – includes:

- 1.8m horizontal display panel
- 1 x 4amp power
- 1.5m trestle table
- 1 x chair

<b>2 x 2 Mini-Stand</b>	<b>\$400 inc</b>	<b>6 sites available</b>
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\*New and emerging businesses will be given priority access to Mini-stands



### INDOOR STANDS

Shell Scheme Stands – include:

- Fascia with company name and stand number
- Flooring: venue floor. Carpet is available at the Exhibitors cost\*
- 2.4m high matt anodized aluminium frame with white laminated infills
- 2 x Track spotlights per 9sqm
- 1 x 4amp power

<b>3 x 3 Shell</b>	<b>\$870 inc</b>	<b>20 sites available~</b>
<b>6 x 3 Shell</b>	<b>\$1,740 inc</b>	<b>3 sites available~</b>
<b>9 x 6 Shell</b>	<b>\$2,450 inc</b>	<b>1 site available~</b>

~No. of sites subject to final floor plan. Floor plan may change due to Exhibitor selections.

### OUTDOOR STANDS

Outdoor stands are floor space only. Pagodas, power, signage, lighting and furniture are optional extras\*

<b>3 x 3 Space</b>	<b>\$770 inc</b>	<b>The outdoor space is very large and therefore fluid in terms of space availability and adaptability. Please speak to your Consultant to discuss your requirements.</b>
<b>6 x 3 Space</b>	<b>\$1,550 inc</b>	
<b>9 x 3 Space</b>	<b>\$2,160 inc</b>	
<b>20 x 6 Space</b>	<b>\$7,800 inc</b>	

\*Optional extras via our event hire partner, ExpoNet, include: tables, chairs, furniture, plants, display racks, flooring, power and lighting, pagodas and more. Refer to [www.exonet.com.au](http://www.exonet.com.au) for further information and hire rates.

Once registered with The Landscape Show, Exhibitors will be provided with a personalised link to place orders for optional extras with ExpoNet.

# SECURE YOUR SPACE

## EXHIBITOR STANDARD APPLICATION & CONTRACT

Submit completed form to: [admin@landscapingvictoria.com.au](mailto:admin@landscapingvictoria.com.au) or **post to** Suite 2, 497 Burke Road, Hawthorn East 3123.

*To exhibit at this expo event, applicant/business must be deemed relevant by the organisers. Requests for exhibition space will be processed in order of date of receipt. For full terms and conditions refer to Appendix A in this document.*

8

**CLOSING DATE FOR EXHIBITOR APPLICATIONS: April 27<sup>th</sup> 2018**

Business name: \_\_\_\_\_

Type of goods/services/products: \_\_\_\_\_

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

\_\_\_\_\_ State & Postcode: \_\_\_\_\_

Phone: ( \_\_\_\_\_ ) \_\_\_\_\_

Main contact person for Show: \_\_\_\_\_

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

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

## EXHIBITOR STANDS

I/we wish to apply for the following stands: (Preferences will be allocated in order of receipt of applications)

<b>Indoor</b>	<b>Mini-Stand</b>	<b>2m x 2m</b>	<b>\$400 inc</b>	
	<b>Shell scheme</b>	<b>3m x 3m</b>	<b>\$870</b>	
		<b>6m x 3m</b>	<b>\$1,740</b>	
		<b>9m x 3m</b>	<b>\$2,450</b>	
<b>Outdoor</b>	<b>Floor space</b>	<b>3m x 3m</b>	<b>\$770</b>	
		<b>6m x 3m</b>	<b>\$1,550</b>	
		<b>9m x 3m</b>	<b>\$2,160</b>	
		<b>20m x 6m</b>	<b>\$7,800</b>	
<b>Spaces larger than listed: price on application</b>				

## All stands include –

### EXPOSURE PACKAGE

All stand bookings come with the following exposure commitments:

As outlined on page 7 relevant to the chosen stand.

### WEBSITE

150-word Company Listing, 4 Product Image Uploads, 1 Document Upload, Colour Logo, Email Enquiry and Social Media Link on the dedicated Show website.

### SOCIAL MEDIA

Exhibitors will be listed on all social media channels (nonexclusive posts) available to the Organisers including the dedicated web and app, as well as via partner channels where available.

### SHOW APP

Exhibitors will appear in the dedicated Show app on both the interactive map, and via the Exhibitor List.



## SPONSORSHIP OPPORTUNITIES

I/we wish to apply for the following sponsorship package(s): (Preferences will be allocated in order of receipt of applications)

Naming Rights Sponsor (includes complimentary indoor 3x3)	\$11,000	
Major Sponsor – Happy Hour (includes complimentary indoor 3x3)	\$4,400	
Supporting Partner	\$3,300	
Showbag Sponsor	\$2,200	

9

## SEMINAR AND DEMONSTRATION HOST OPPORTUNITIES

I/we wish to apply for seminar and/or demonstration hosting options:

(Preferences will be allocated in order of receipt of applications, but most importantly, on proposed content and suitability to the overall event as outlined in the accompanying Expression of Interest (EOI). Requests for Host Opportunities MUST be supported by the EOI.)

Seminar Host	Yes	No
Demonstration Host	Yes	No

All prices quoted are in Australian Dollars and include GST and subject to change without notice prior to receiving signed contract.

<b>TOTAL OF APPLICATION including GST:</b>	
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## PAYMENT SCHEDULE

Payment	Date Due	Amount
Deposit	7 days after confirmation of acceptance by the organisers	10%
1st Payment	4 weeks after confirmation, or by April 20 <sup>th</sup> , whichever is the earlier date	45%
2nd Payment	8 weeks after confirmation, or by May 18 <sup>th</sup> , whichever is the earlier date	45%
<b>Total</b>		<b>100%</b>

### Public Liability Insurance

Exhibitors will automatically be charged \$250 (includes GST) on final invoice for Event Public Liability cover of \$10M, unless a copy of Certificate of Currency is provided by the Exhibitor with the deposit payment.

### SPECIAL CONDITIONS

1. This Order together with Appendix A (which the Exhibitor hereby confirms he/she has read and agrees with) together with any Special Conditions on this Order, form the Agreement between the Exhibitor and the Organiser.
2. This booking is for a Pre-built Stand as listed. Additional signage and

lighting may be purchased via the appropriate forms contained in the Exhibitor Manual.

3. The total amount due is payable in accordance with the Payment Schedule above.
4. Full Payment and advice of Insurance must be received before the Exhibitor can take up their allocated stand at the Show noted above.

**The Exhibitor acknowledges that this contract for exhibition space is subject to the Terms & Conditions attached to this contract & any additional obligations (including in the exhibitor manual) notified by the Organiser to the Exhibitor. This contract is binding on the Exhibitor upon acceptance by the Organiser. In accordance with the attached Terms & Conditions the Exhibitor acknowledges that all payment commitments are non-refundable. 10% deposit is due upon signing the contract. A further 45% on or before 01/03/2018 and the final 45% on or before 01/04/2018.**

Company: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Authorised Signatory: \_\_\_\_\_ Title/Position: \_\_\_\_\_

(Please note that this contract should only be signed by an authorised signatory of the named company.)

# EXPRESSION OF INTEREST

Seminar &  
Demonstration  
Application

Submit completed form to: [admin@landscapingvictoria.com.au](mailto:admin@landscapingvictoria.com.au) **or post to** Suite 2, 497 Burke Road, Hawthorn East 3123.

*EOI's for Seminars and/or Demonstrations are only available in conjunction with booked exhibitor space, and will be processed in order of date of receipt, as well as being subject to review by the Organisers. Applicants for these sessions are bound by the conditions of the Standard Contract and Terms and Conditions outlined in Appendix A of this document.*

**Seminars will be chosen for the final program based on their broad appeal, educational aspects and perceived value in content and quality of presenters. The Organisers decision is final and no correspondence will be entered into.**

10 |

**CLOSING DATE FOR APPLICATIONS: April 30<sup>th</sup> 2018**

Business name: \_\_\_\_\_

Please complete other business details as per Standard Contract & Application Form

Main contact person for Seminar/Demonstration: \_\_\_\_\_

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

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

## SEMINAR HOST

I/we wish to apply to deliver a Seminar Session.

Seminar Title: \_\_\_\_\_

Proposed outline (list up to 10 bullet points of what will be covered in the session):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

Name of presenter: \_\_\_\_\_

Who will benefit from attending: \_\_\_\_\_

Key takeaway learnings:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

# DEMONSTRATION HOST

I/we wish to apply to deliver a Demonstration Session.

Demonstration Title: \_\_\_\_\_

Proposed outline (list up to 10 bullet points of what will be covered in the session, including products demonstrated, opportunities for attendees to interact with products etc.):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

Name of demonstrator: \_\_\_\_\_

Who will benefit from attending: \_\_\_\_\_

Key takeaway learnings:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

NOTE: Any requirement for provision of PPE, or other OH&S limitations MUST be considered by the Host and outlined as part of this EOI. Please outline any safety provisions here if this is to be an interactive demonstration:

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

Seminar Session	5 available	Demonstration Host	4 available
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## All hosts will receive –

### Standard exposure package as per booked exhibit space

- ADDITIONAL: Specific Seminar listing with session details and presenter profile, with details replicated on Registration Forms
- Option to display banners outside Seminar Room or Demonstration space (banners at own cost)
- Onsite voiceovers during Show

- promoting the session/reminding registered attendees of start time
- One insert for the Showbag (insert to be provided)
- List of Registered Attendees details for follow up (subject to Privacy Act)

### SOCIAL MEDIA

- Hosts will be profiled via specific Seminar/Demonstration marketing designed to encourage bookings

### SHOW APP

- Hosts will be profiled on the custom Show app, and push notifications sent prior to the Show to encourage bookings, and custom notifications sent before the session time to registered attendees.

## APPENDIX A – TERMS & CONDITIONS

### DEFINITIONS

“The Landscape Show” or “Show” means the event named in the schedule on the Stand Agreement;

“Exhibitor” means the company or organisation named as the Exhibitor in the schedule on the Stand Agreement;

“Organiser” means Landscaping Victoria Inc;

“Services” means:

- (a) hiring the venue
- (b) designing and developing the floor plan;
- (c) drawing and providing all relevant contractual documentation;
- (d) promoting and marketing the event to potential Exhibitors and Visitors;
- (e) updating the Exhibitor and Visitor databases;
- (f) producing printed and online material for advertising in industry publications;
- (g) producing, publishing and mailing industry specific Visitor invitations;
- (h) contracting various service providers including Electricians, Stand Builders, Signage Contractors, Loading Dock Managers and Travel Consultants;
- (i) general administration specific to the organisation of the Show; and
- (j) provision of a licence to occupy the stand number specified in the stand

### PAYMENT

1. Payment for the Services is in accordance with the Payment Schedule set out on the Stand Agreement. Payments are for the provision of the services referred to in items no. (a) to (j) of the definition of “Services” contained in paragraph 1. Final payment is for the provision of the services referred to in item (j) of the definition of “Services”.
2. If the Exhibitor fails to pay any instalments when they fall due, the Exhibitor will automatically forfeit his or her floor space, without being released from liability to pay all monies owed. The Organiser is entitled to keep all said monies as liquidated damages. The Organiser has the right to then reallocate or re-sell forfeited floor space with the Exhibitor to be liable for any loss suffered by the Organiser thereby in excess of the said liquidated damages, and the Exhibitor shall pay such excess on demand by the Organiser.
3. If the Exhibitor fails to pay all monies as and when (including a dishonoured cheque), due to the Organiser, the Organiser may take possession of any property of the Exhibitor located at the site of the Show, and either retain it pending full payment (storage charges to the Exhibitors account) or sell it and apply the net sale proceeds to the debt due. In such cases the Exhibitor shall have no claim against the Organiser, whether in trespass, conversion or otherwise.
4. The Organiser may, at its sole discretion, charge interest on overdue accounts of the Exhibitor, at the current bank retail overdraft rate.
5. Any costs incurred by the Organiser in the processing of international monetary transfers for stand payments are to be passed onto and paid by the Exhibitor.

6. If the Exhibitor fails to occupy their floor space by the end of the first day of the Bump In as per the Bump In/Bump Out schedule, the Organiser is authorised to occupy or cause the said space to be occupied in such manner as it may deem best for the interest of the Show without refund to the said Exhibitor and without releasing the Exhibitor from any liability to pay all monies. All such monies then being the entitlement of the Organiser as liquidated damages, and the Exhibitor will be liable for any loss suffered by the Organiser in excess of the said liquidated damages and shall pay such excess on demand by the Organiser.

### YOUR EXHIBIT

7. The Organiser agrees not to licence the floor space allocated under this agreement to any other Exhibitor/s. Floor space shall not be allocated or sub-let by the Exhibitor to other companies or organisations without prior approval in writing of the Organiser.
8. The Exhibitor is not permitted to display on, or promote from his or her stand the products or services of other companies, without the prior approval in writing of the Organiser.
9. Where the floor space is granted to several Exhibitors, each of such Exhibitors is jointly responsible for any monies payable.
10. The Exhibitor shall be liable for any damage to the walls and floors of the building in which the exhibit is housed. The Trustees/Owners of the building, together with the Organiser shall be the sole judges as to whether damage has been done.
11. The Exhibitor agrees to staff and continually keep open their stand during the published Show opening hours. The Exhibitor also agrees to not partially or totally pack up their stand before the published closing time on the last day of the Show.
12. The Exhibitor shall at all times comply with the regulations now in force and issued by the Fire Brigade, Venue Trustees/Owners, Health Department, persons responsible for Occupational Health and Safety issues and other relevant Departments and Authorities. This includes the wearing of hi-visibility vests during Move In and Move Out times.
13. Dividing walls and back walls must be to the exact height of 2.5 metres, unless otherwise agreed by the Organiser, and all walls must be lined on both sides unless backed on to another stand or wall.
14. The Exhibitors display must be of a minimum standard set by the Organiser and in keeping with the dignity and atmosphere of the Show. The Organiser reserves the right to reject any display that is not to the standard set by the Organiser. The Exhibitor must follow the directions of the Organiser in all matters concerning construction of displays.
15. Microphones, sound amplification and machine demonstrations will only be permitted where the level of sound causes no annoyance, as judged solely by the Organiser, to other Exhibitors or Visitors.

16. The Exhibitor shall only distribute advertising material or promote from the confine of his stand, unless prior written approval is obtained from the Organiser.
17. The Exhibitor/s agree to allow the Organiser to photograph products/stands at the show for promotional purposes e.g. sales brochures, social media, Visitor invitations, show catalogues/buyers' guides etc. without the express permission of the Exhibitor/Designer. Such photographs may not be used for any other purpose without the express permission of the Exhibitor/Designer.

### RIGHTS AND RESPONSIBILITIES

18. The Organiser reserves the right at all times to postpone or amend the published dates of the Show to a date which is, in the opinion of the Organiser, most applicable for such a Show, using this right only where circumstances necessitate such action and without liability being incurred by the Organiser.
19. The Organiser shall determine the hours of the Show and access times for Exhibitors and the Visitors, and its decision as to such hours shall be final and binding.
20. If the holding of the Show or the supply of any services by the Organiser is prevented, postponed or abandoned by reasons of fire, storm, lightning, national emergency, labour dispute, lockout, civil disturbance, explosion, inevitable accident or any other cause not within direct control of the Organiser, whether of the same sort or not, or the Show sites become wholly or partially unavailable for the holding of the Show, the Organiser may terminate this Agreement and at its sole discretion return part of the space costs paid by the Exhibitor. In any such case, the Organiser shall not be liable in any way whatsoever for any expenditure or liability or loss including consequential loss and loss of publicity incurred by the Exhibitor.
21. If the Exhibitor forfeits or fails to occupy or withdraws from his floor space as specified in Clauses 3, 4 or 7, then in addition to his liability specified in those Clauses the Exhibitor will be liable to the Organiser for the cost of dressing the vacated floor space at an amount not exceeding \$500 (AUD) per 10 square metres of such space (payable on demand to the Organiser).
22. (a) The Organiser gives no warranty and makes no representation that the Show will attract any minimum number of Visitors or will achieve any particular outcome for the Exhibitor, or (b) as to the completeness or accuracy of all the information provided by the Organiser.
23. The Organiser reserves the right in any reasonable circumstances to reduce the size and/or re-locate the floor space, and the Exhibitor undertakes to agree to any reduction to the size and/or the site reallocated by the Organiser. In the case of size reduction, the Organiser will allow the Exhibitor a pro rata reduction in the total cost.
24. The Organiser accepts no liability

for damage to the exhibits by loss, damage, theft, fire, storms, water, strikes, riots, or any other cause whatsoever.

25. Exhibitors acknowledge that the Organiser of the Show does not have insurance to cover either damage or theft of Exhibitor's goods or for any injury incurred by any person whilst on the Exhibitor's stand. Exhibitors are advised to extend property insurance to cover loss, damage of goods during the course of the Show and should extend their existing public risk insurance to the value of \$10,000,000 (AUD) to cover any personal injury incurred by any person whilst on the Exhibitor's stand. Proof of said Public Liability Insurance must be provided to the Organiser on contract signing.
26. The Organiser shall not be held responsible for any damage claimed by any person or persons who may be injured whilst in the area allotted to the Exhibitor and the Exhibitor agrees to indemnify the Organiser in the event of any claim made against the Organiser.
27. The Organiser shall have full power to interpret and to make or amend these conditions provided that such amendments and additions do not operate to diminish the rights reserved for the Exhibitor under this Agreement and shall not operate to increase the liabilities of the Organiser.
28. In the event of the Exhibitor infringing any of these conditions, either before or during the Show, he or she will forfeit his or her floor space and all payments made by him or her, and will be liable for any loss suffered by the Organiser thereby. The question as to whether there is any infringement as aforesaid shall be solely a matter for the Organiser.
29. The Exhibitor acknowledges that: (a) As at the date of acceptance by the Organiser, the Stand Agreement which incorporates these conditions and any Special Conditions, and these conditions themselves comprise the entire Agreement between the Organiser, and the Exhibitor as regards the subject matter of this Agreement and there are no additional items agreed between them. In particular no oral or verbal agreements, arrangements, promises or the like exist between them (and if there were any additional items previously agreed or any such oral or verbal matters that are now agreed to be cancelled); (b) If the Exhibitor wishes to vary any of these conditions and the Organiser agrees, such variation will only be effective if in writing and signed by both parties; (c) These are the Appendix A conditions referred to in the accompanying Stand Agreement signed by or on behalf of the Exhibitor.
30. Landscaping Victoria committed to abiding by the Privacy Amendment (Private Sector) Act 2002. The Exhibitor agrees to give us consent under these privacy laws to use your personal information to assist in the promotion solely of the Show.





The Landscape Show Exhibitor Prospectus  
Suite 2/497 Burke Road, Hawthorn East VIC 3123  
1300 365 428  
[www.landscapingvictoria.com.au](http://www.landscapingvictoria.com.au)