

SANCTUARY COVE INTERNATIONAL BOAT SHOW

Where the marine business does business.

LOVE
BOATING.

EXHIBIT AT
SANCTUARY
COVE BOAT
SHOW 2012.

24 – 27 MAY 2012

Apply online today to exhibit at the
Sanctuary Cove International Boat Show.

www.sanctuarycoveboatshow.com.au

MEMBER OF:



SPONSORED BY:



CLUB
MARINE

PROSPECTUS PAVILION SPACE



PAVILION SPACE

PAVILION SPACE

There are three Pavilions to select from (to see the overall exhibition site plan [click here](#))

MarineBusiness-World.com Pavilion (4000sqm)

SCIBS Pavilion (1200sqm)

Superyacht Australia Pavilion (1350sqm)

MARINEBUSINESS-WORLD.COM PAVILION

(To see Floor Plan with stand dimensions, [click here](#))

This temporary pavilion provides:

- Standard shell scheme booths, or
- Unimproved floor space.

A shell scheme booth in the MarineBusiness-World.com Pavilion has:

- Octanorm™ partitions (white vinyl finish on three sides with aluminium framing. Height 2.5m)
- Fascia with company name and stand number (two on corner sites)
- 2 x 150 watt track light fittings
- 1 x 1,000 watt power outlet (4 amp) per 9sqm
- Flooring and carpet tiles

(see diagram this page)

UNIMPROVED FLOOR SPACE

- The minimum display area is 36sqm and must include aisle frontages on opposite sides of the stand.

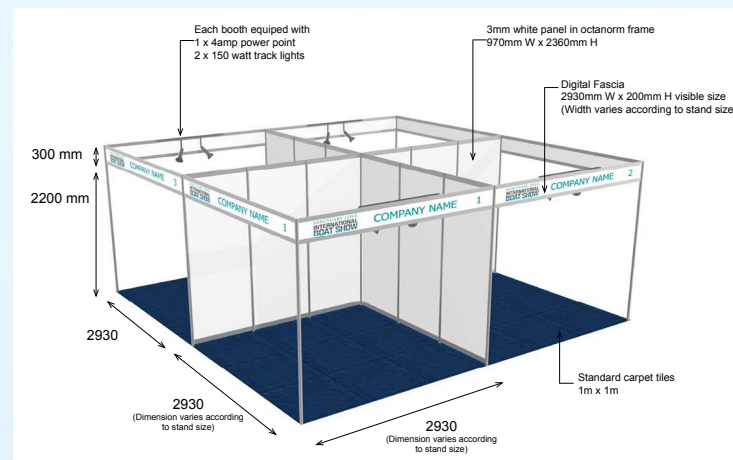
- Multiple stands in a linear arrangement may only be booked as booths, not as floor space.
- Unimproved floor space has flooring and carpet tiles but not power outlets, lights or wall panels.
- If your stand requires wall panels at either end to separate it from an adjacent exhibitor, the linear panel rate will apply. Wall panels can be ordered on the Display Licence Application.

PAVILION POWER

- Shell Scheme Booth - you get one outlet (4amp or 1000 watt) for each booth space.
- Unimproved Floor Space - power is not included with your booking. You book power installation through Exponet (the pavilion outfitters).

PREMIUM LOCATIONS

Please note: Stands occupying corner or other premium positions will incur a flat surcharge per booth - \$240. (Premium locations are colour-coded on the MarineBusiness-World.com Pavilion Floor Plan).



PAVILION SPACE

SCIBS PAVILION

(To see Floor Plan with stand dimensions [click here](#))

This temporary pavilion provides:

- Standard shell scheme booths, or
- Unimproved floor space.

A shell scheme booth in the Club Marine Pavilion (see diagram this page) has:

- Octanorm™ partitions (white vinyl finish on three sides with aluminium framing. Height 2.5m)
- Fascia with company name and stand number (two on corner sites)
- 2 x 150 watt track light fittings
- 1 x 1,000 watt power outlet (4 amp) per 9sqm
- Flooring and carpet tiles

Unimproved floor space

The minimum display area is 36sqm and must include aisle frontages on opposite sides of the stand. Multiple stands in a linear arrangement may only be booked as booths, not as floor space.

Unimproved floor space has flooring and carpet tiles but not power outlets, lights or wall panels.

If your stand requires wall panels at either end to separate

it from an adjacent exhibitor, the linear panel rate will apply. Wall panels can be ordered on the Display Licence Application.

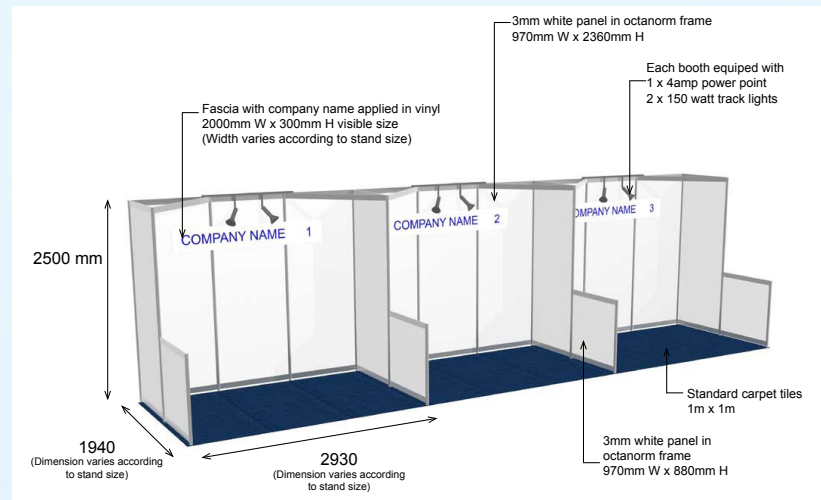
PAVILION POWER

Shell Scheme Booth - you get one outlet (4amp or 1000 watt) for each booth space.

Unimproved Floor Space - power is not included with your booking. You book power installation through Exponet (the pavilion outfitters).

PREMIUM LOCATIONS.

Please note: Stands occupying corner or other premium positions will incur a flat surcharge per booth. (Premium locations are colour-coded on the MarineBusiness-World.com Pavilion Floor Plan).



PAVILION SPACE

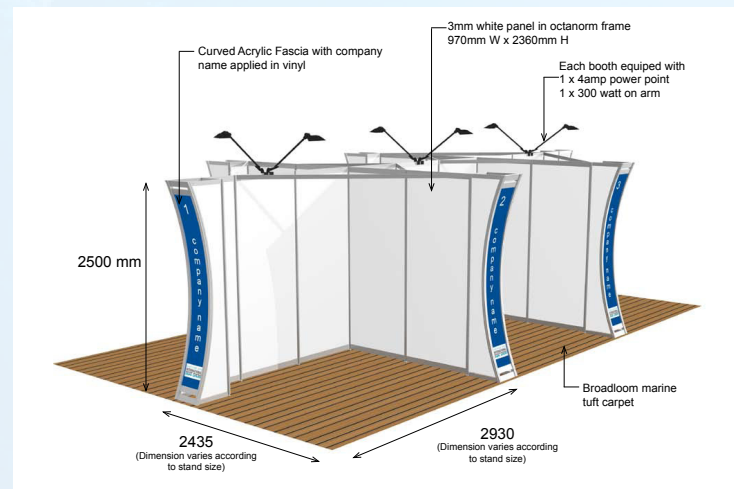
SUPERYACHT AUSTRALIA PAVILION

(To see Floor Plan with stand dimensions, [click here](#))
This temporary pavilion provides:

- Custom shell scheme booths, or
- Unimproved floor space.

This pavilion has a prime location in the centre of the Marine Village overlooking the marina display. It features a superior fit-out (including luxury broadloom carpet, silk roof linings and glass walls on three sides), and caters for companies which design, build, sell, supply or service larger vessels. A shell scheme booth in the Superyacht Pavilion has:

- Octanorm™ partitions (white vinyl finish and aluminium framing. Height 2.5m)
- Vertical acrylic company signage (two on corner sites)
- 1 x 300 watt floodlight on arm
- 1 x 1,000 watt power outlet (4 amp) per 9sqm
- Flooring and broadloom carpet.



PAVILION DISPLAY RATES

MARINEBUSINESS-WORLD.COM & SCIBS PAVILION

DISPLAY TYPE	AREA	COST PER SQM
Shell Scheme Booth Space	Less than 10 sqm	\$259
Shell Scheme Booth Space	10 – 20 sqm	\$238
Shell Scheme Booth Space	Over 20 sqm	\$232
Unimproved Floor Space	Min 36 sqm	\$161
Wall Panels (Applies floor space only if required)		\$70 per linear metre

SUPERYACHT AUSTRALIA PAVILION

DISPLAY TYPE	AREA	COST PER SQM
Shell Scheme Booth Space	Less than 10 sqm	\$383
Shell Scheme Booth Space	10 – 20 sqm	\$371
Shell Scheme Booth Space	Over 20 sqm	\$359
Unimproved Floor Space	Min 36 sqm	\$278

PAVILION POWER

- Shell Scheme Booth - you get one outlet (4amp or 1000 watt) for each booth space.
- Unimproved Floor Space - power is not included with your booking. You book power installation through Exponet (the pavilion outfitters).

PAVILION FLOOR LOADINGS

(These apply to both pavilions which have the same flooring system)

- Single point load: 100kg
- Static load: 1200kg per sqm
- Safe moving load: 350kg per sqm
- Please contact the Boat Show office if you have concerns about the weight of display items.
- Forklifts cannot be driven on the pavilions' integrated flooring system. Forklifts will offload at designated entry points.
- Pallets and crates can then be moved with pallet jacks.

EXHIBITOR PASS ENTITLEMENTS

- Your Exhibitor Pass is your entry into the show each day.
- The allocation of complimentary staff passes is calculated on the net total of your Boat Show invoice.

NET TOTAL	PASS ENTITLEMENT
Up to \$5000	5
\$5001 - \$10,000	8
\$10,000 - \$15,000	10
\$15,001 - \$20,000	12
\$20,001 - \$30,000	15
\$30,001 - \$50,000	20
Over \$50,000	25

- You can purchase additional Trade Passes via the Exhibitor Kit available online in February 2011.
- Please note that, while your Exhibitor Trade Pass entitles you to free access to the Boat Show, it does not entitle you to free parking.

EXHIBITOR PARKING

- There are three on-site car parking areas for exhibitors.
- You can request parking passes on the Display Licence Application.
- Please note that parking spaces are allocated for vehicles which can fit within a standard 5m x 2.5m car park.

Car Park 2 (P2): 1-day parking. \$65 each including GST. Located in the Rec Club area - about 700m to the entry.

Shuttle service operates.

Car Park 2 (P2): 4-day parking. \$150 each including GST. Located in the Rec Club area - about 700m to the entry.

Shuttle service operates.

Car Park 3 (P3): 4-day parking. \$125 each including GST. Located in the Cypress Point area on the western side of the Hyatt – about 400m to the entry. Shuttle service operates.

Car Park 4 (P4): 4-day parking. \$205 each including GST. Located right at the entry to the exhibition site.

Very limited availability. One pass per exhibitor until sold out.

- Include your initial car parking requests on the Display Licence Application.
- Please note that Car Park passes to some areas sell out within weeks of bookings opening.
- To gain entry to Sanctuary Cove on Boat Show days a vehicle must clearly show the appropriate parking pass on the lower right side of the windscreen, and all occupants must have a valid entry pass.
- Any person (including an exhibitor) not holding a valid pass will be charged the normal public admission fee.

PAYMENTS, DISCOUNTS & DEADLINES

PAYMENTS, DISCOUNTS & DEADLINES

PAYMENTS

Please read carefully the Terms and Conditions and Display Regulations. [Click here](#)

- A minimum 10 % deposit is payable with the Display Licence Application. We will begin processing your Application only when we have received the correct deposit or payment in full.
- A 40% second installment is due Wednesday, February 29, 2012.
- The deadline for final payment of exhibition fees is Friday, March 30, 2012.
- You can pay by cheque, credit card or electronic funds transfer.
- After that date exhibitors will be charged the late payment fee of \$385 and the Agreement may be cancelled. See Terms & Conditions 3.3.
- We will not issue passes (exhibitor, parking, guest) until all fees owing have been paid in full.
- Variations to orders for passes and other exhibitor requirements made after the March 30, 2012 deadline must be paid for in full within seven days of the adjusted tax invoice date.
- You will need to pay for late orders (received after Friday May 4th) by credit card.

- Exhibitor listing, editorial and any booked advertising will be withdrawn from the Sanctuary Cover International Boat Show Year Book if any outstanding monies are not paid by Friday, 30 March, 2012.
- All prices are quoted in Australian dollars and payments must be in Australian dollars.
- 10% GST is included in all fees quoted.

DISPLAY FEE DISCOUNT

A 10% Industry discount on display fees may apply if you are a current financial member of:

- The Boating Industry Association in your state or country
- OR
- AIMEX (Australian International Marine Export Group)
- OR
- SYBA (Superyacht Australia).
 - The above associations are the only organisations entitled to an industry discount.
 - Discount on display fees does not apply on applications received after March 30, 2012.

VARYING OR CANCELLING DISPLAY SPACE

- Once you receive written confirmation of your stand allocation, you are responsible for the full payment of the Display Fee by the due date, which is Friday, March 30, 2012.
- If you request that Management allocate additional space, all fees must be paid in full before any allocated space may be occupied.
- If you wish to withdraw from your contract or reduce your stand area before Friday, March 30, 2012, a refund, less the non-refundable Application Fee of \$100, will be paid only if the Display Space is re-let to a suitable exhibitor by that date. If we have not found a suitable exhibitor by that date, we will not refund any fees.
- We will not accept cancellations after the payment deadline of Friday, March 30, 2012, nor will any fees previously paid be refunded. At that date the full amount of the Display Fees, as detailed on your most recent invoice, is payable regardless of whether you wish to reduce your stand size or withdraw altogether. See Terms & Conditions Clause 9.

GENERAL INFORMATION

GENERAL INFORMATION

INSURANCE

- **Sanctuary Cove International Boat Show will provide each exhibitor with public liability insurance to the value of AUD ten million. This cover is at no additional cost to you as a registered exhibitor.**
- Please note that this public liability insurance cover does not include exhibitor property. You install, display and remove your products at your own risk and are responsible for the insurance of your own property.

SECURITY

- You are displaying goods at your own risk (see Terms and Conditions Clause 4 available on our website).
- Sanctuary Cove's 24-hour security service operates as normal around the Marine Village and on the marina.
- From the start of installation until the final removal time of 3pm Monday 28, May 2012, a contracted security company provides general security services across the entire exhibition site.
- On the marina, only exhibitors and their credentialed clients and contractors will have after-hours access.

PUBLIC PARKING & TRANSPORT

- There is no public parking for Boat Show visitors at Sanctuary Cove.
- Visitors can drive to the public parking facilities at (TBC) and catch a return shuttle bus or ferry to the show. Parking and transport is free.

EXHIBITOR GUEST PARKING

- A 1-day Guest Pass entitles the bearer to free parking and return bus or ferry transfer from the public car park (location tbc). Exhibitors can purchase 1-day Guest Passes for \$20 each including GST.

HYATT REGENCY GUEST PARKING

- Guests staying at the Hyatt Regency Sanctuary Cove will park in the hotel car park.
- Hyatt security staff will verify bookings and supervise parking.

AFTER-HOURS ACCESS AND PARKING

- After the 5.30pm on Boat Show days exhibitors and visitors may park at no cost in any of the designated parking areas. The parking space is limited, and any car left overnight without the correct parking pass will be towed away after 6.30am the following morning at the owner's expense.
- Be aware that, while pavilions and marinas are closed after-hours, the Marine Village streets are open to pedestrian traffic at night.

- On the marina, only marina exhibitors, and their credentialed contractors and guests will have access after-hours for maintenance or pre-approved functions.
- Pavilions will be open to exhibitors only between 8am and 9am for stand preparation and re-stocking during Boat Show days.
- Boat detailers and contractors employed by exhibitors can access boats for cleaning and maintenance, but must have left the exhibition site by 8.30am on Show days. These staff must have valid credentials and will be allocated temporary parking.

EXHIBITOR KIT ONLINE

An Exhibitor Kit, containing all the information and order forms that you will need in organising your display, will be published on the boat show website www.sanctuarycoveboatshow.com.au

We will email you in early 2012 advising when and how you can access the kit.

The Exhibitor Kit contains supplier information, and includes order forms for set-up services such as freight, forklift and cranes, furniture and AV, additional power, as well as for additional exhibitor passes and guest passes.

EDITORIAL & PUBLICITY

PUBLICITY & NEW PRODUCT LAUNCHES

Sanctuary Cove promotes the International Boat Show around the world. If you are launching a new product into the region or world market, please send information for possible use in publicity and press releases.

Please note - deadlines are early. Publicity is generated from as early as November 2011. Promotional opportunities such as the Official Yearbook have deadlines in early 2012.

All publicity generated by Sanctuary Cove International Boat Show is at the Boat Show's sole discretion. As an exhibitor you should generate your own publicity and mention your attendance at this Show to maximise opportunities to reach buyers.

Send potential editorial and press releases to:

Jeni Bone
Media & Public Relations Consultant
Sanctuary Cove International Boat Show
PO Box 204
Sanctuary Cove QLD 4212 Australia.

E-mail: media@sanctuarycove.com

(Send dot points or a press release and quality images. You need to specify if the product or service to be

launched at the Show is a world, regional, or Australian product launch. Please send full details for follow-up contact).

THE SANCTUARY COVE INTERNATIONAL BOAT SHOW YEARBOOK

A high quality Yearbook is published for the Boat Show. Editorial inclusion remains at the discretion of Sanctuary Cove International Boat Show. Judgments are made on the newsworthy value of information and relevance to the Show's marketing goals. Any images provided for consideration must be supplied at a high resolution 300dpi or higher. Images not of this quality are unlikely to be used.

Please forward all editorial to:

Email: media@mulpha.com.au

No later than March 9, 2012.

ADVERTISING IN THE YEARBOOK

Trader Classifieds (ACP Magazines) have been appointed to produce the 2012 Yearbook. To secure a prime position in the yearbook you must book early, as page positions are allocated at the time of booking.

For advertising rates and deadlines please contact;

Shane Aughterson
National Advertising Manager – Marine
Trader Classifieds

Ph: 03 9567 4282

Mob: 0418 549 471

Email: Shane.aughterson@traderclassifieds.com.au

INTERNET INFORMATION

www.sanctuarycoveboatshow.com.au

Sanctuary Cove's website receives many hits from boat buyers and visitors, especially in the weeks leading up to the event. In May 2011 alone, the boat show website averaged 210,000 hits per day.

We will list your company as a confirmed exhibitor on the Boat Show website and create a complimentary direct link to your website.

DISCLAIMER

- Information in this prospectus is correct at time of publication and is supplied in good faith.
- The information is subject to change without notice.
- Sanctuary Cove International Boat Show does not accept responsibility for the accuracy of information as supplied by exhibitors, but endeavours to provide accurate and factual information in all media, public and website information.

CONTACTS

CONTACT US

For further information please contact
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To go to the online Application Form for display [click here](#)