

AUSTRALIA'S ONE-DAY A/V EXPO COMING MARCH 2019

# ENTECH

ROADSHOW  GLOBAL 

*Featuring The leading providers of*

**AUDIO,  
LIGHTING,  
VIDEO & STAGING**

**EXHIBITOR PROSPECTUS**



**BRISBANE**  
BRISBANE CONVENTION &  
EXHIBITION CENTRE  
SOUTHBANK  
TUESDAY 5 MARCH



**SYDNEY**  
LUNA PARK  
BIG TOP  
THURSDAY 7 MARCH



**MELBOURNE**  
MELBOURNE CONVENTION  
& EXHIBITION CENTRE  
TUESDAY 12 MARCH



**ADELAIDE**  
ADELAIDE  
SHOWGROUND  
THURSDAY 14 MARCH



**PERTH**  
PERTH CONVENTION &  
EXHIBITION CENTRE  
TUESDAY 19 MARCH

[www.entech-roadshow.com](http://www.entech-roadshow.com)

**WE TOUR THE ROADSHOW  
OVER 10,000 KILOMETERS  
IN MARCH**



## ENTECH ROADSHOW is a touring one-day tradeshow.



### ENTECH is user friendly.

Exhibitors choose either a half space (3m x 3m) or a full space (6m x 3m). All freight is shipped from our Sydney depot in ATS trucks. We load your equipment onto your space by 8:30am on show day. You have until 11am to set up, then the show opens until 6pm. You pack up, we load out.

There are no hidden costs and no annoying add-ons or hassles. We tour everything you need, and we are on hand to assist you.

Our lead collecting app works on any smart phone and allows you to scan visitor badges and collect data. Like everything at ENTECH, there is no extra cost for this.

**Entertainment Technologies on show, spanning these markets: sports, education, entertainment, house of worship, theatre, corporate rental & staging.**

ENTECH started in Australia in 1994 and now tours each year as a one-day Trade Roadshow in major cities.

Attendees love the compact format where exhibitors show only key or new products.

FEATURE	BIG TRADE SHOWS	ENTECH ROADSHOW
Freight	✗ You pay	✓ Included
Power	✗ You pay	✓ Included
Visitor badge scanning	✗ You pay	✓ Free always
Storage of empties	✗ You pay	✓ Included
Miles of aisles	✗ Many	✓ Easy to navigate
Water	✗ You pay	✓ Included
Exhibitor light lunch	✗ You get it, you pay	✓ Delivered free
Setup assistance	✗ You pay	✓ Included
Setup days	✗ You do them	✓ Same day, easy
Tear down	✗ Next day	✓ Same day, easy
Car parking	✗ You pay	✓ We pay
Free entry	✗ Usually they pay	✓ Free always

### ENTECH works incredibly well!

The compact and convenient local venues make ENTECH Roadshow the perfect opportunity for integrators, designers and end-users to get face time with the best suppliers and manufacturers in a vibrant one day event.

The schedule allows at least a day in each city between shows to allow exhibitors time to visit local clients.

**THERE ARE NO HIDDEN COSTS AND NO ANNOYING ADD-ONS OR HASSLES.**



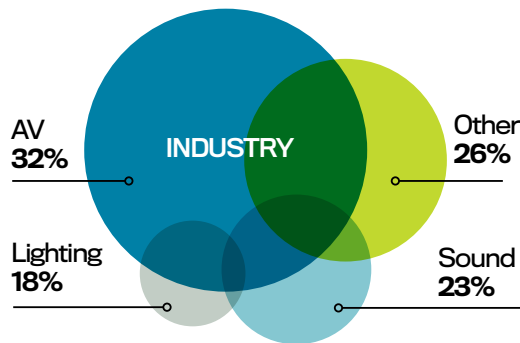
**ENTECH ROADSHOW is exclusive – you won't be lost in an overwhelming sea of exhibitors.**

**ENTECH**  
ROADSHOW

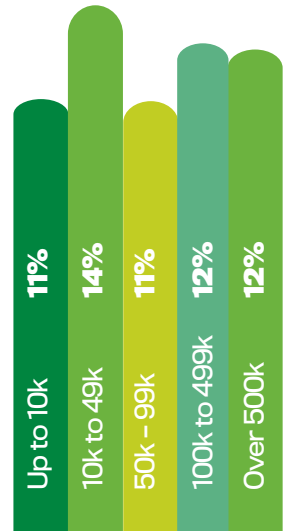
ENTECH Roadshow is a mature and proven trade event with unbeatable return on investment!

- One day per city
- Ballroom-sized trade show
- Super easy logistics all handled
- One stand per company, Half or Full sized. No one dominates the floor!
- Promoted by CX Networks

**ENTECH by the numbers<sup>^</sup>**  
Over 2,000 targeted trade attend ENTECH each year



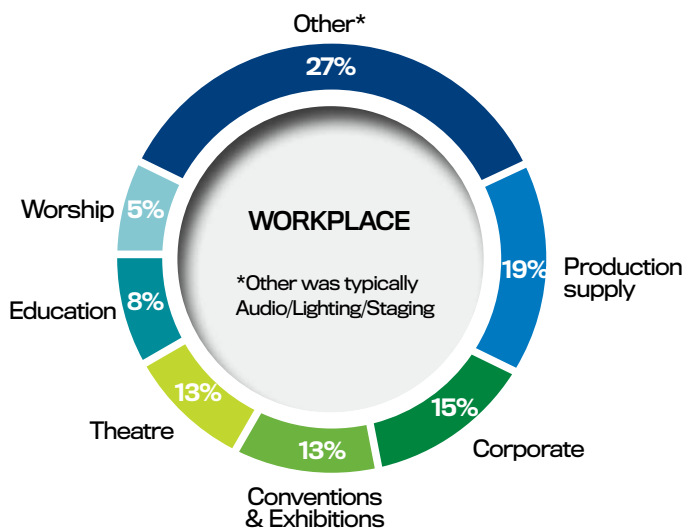
\*Other was typically Audio/Lighting/Staging



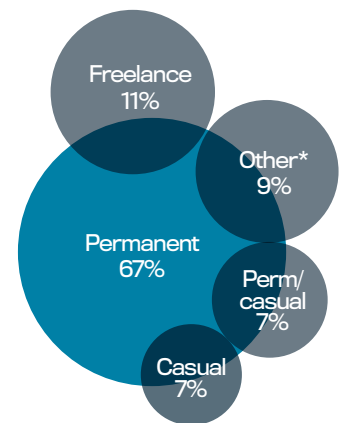
**ANNUAL SPENDING**

Total industry wide spending by all attending

**223.6m**



\*Other was typically Audio/Lighting/Staging



**EMPLOYMENT TYPE**

\* Other was typically self employed

<sup>^</sup>Methodology: Pre-registrations sampled at February 11, 2018 # Extrapolated from above sample out to estimated attendance

THE MOOD IS LAID BACK -  
WITH AN EXTENDED  
HAPPY HOUR AND LOADS  
OF AWESOME GIVEAWAYS.



## ENTECH ROADSHOW is a low-pressure, friendly event.



### ENTECH ROADSHOW

- Heavy local and national promotion through a wide range of media.
- A sandwich lunch will also be delivered to exhibitors at 1pm.
- Exhibitors pay once and get space at all our ENTECH Roadshow dates in five cities.

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LUNA PARK BIG TOP  
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ADELAIDE  
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#### PERTH

PERTH CONVENTION &  
EXHIBITION CENTRE  
TUESDAY 19 MARCH

**It's compact and sociable and its local nature gets people talking to each other.**

We've seen this atmosphere time and again at previous ENTECH Roadshows across Australia and New Zealand. The mood is laid back – with an extended happy hour at the end of each day and loads of awesome giveaways. ENTECH Roadshow is exclusive – you're not one of 100 exhibitors.

### Here's how it works

**First of all, decide how to best present your products, in either a Half Space (3m x 3m), or a Full Space (6m x 3m).**

You design and supply your stand, along with any display equipment or racks. Use pop-up signs as your walls.

### PA Demo

**Perfected over many years Down Under**, the PA Demo allows comparison of systems with replay carefully adjusted for equal SPL and reasonable setup and adjustment timeslots for vendors. The ENTECH PA Demo is a visitor attraction, and is available to early signed exhibitors at a nominal extra price.

### Lighting Demo

**Twice during showday** our Lighting Director demonstrates the latest in lighting technology, allowing an invaluable comparison.

### This is what you get

**We ship your display and equipment, and deliver it onto your allocated space.**

This is marked up on the carpet – there are no walls. You have a very generous freight allowance as follows: 3 cubic metres for a 3 x 3 stand, or 6 cubic metres for a 6 x 3 stand. We give you a nifty spreadsheet that calculates your freight allowance. It's easy! We supply mains power direct to your stand space, and a small sign to help locate it. There is no floor plan, we move everyone around on rotation, in each city.

**With no hassles, and happy attendees who appreciate the ease of navigating a compact floorplan, everyone kicks back and enjoys a drink during happy hour.**

## Cost to participate (plus GST)



### Half Space 3m x 3m

- **Early rate**  
(Book before June 30 2018)  
\$18,764
- **Regular rate**  
\$20,137

### Full Space 6m x 3m

- **Early rate**  
(Book before June 30 2018)  
\$29,362
- **Regular rate**  
\$30,406

### Upgrade 3m x 3m (add on to 6 x 3)

- **Early rate**  
(Book before June 30 2018)  
\$10,269
- **Regular rate**  
\$10,599

Company / participant .....

Name of representative .....

Billing address .....

Phone .....

Email .....

Full space     Half space     Upgrade

Agreed & signed .....

**Agreement is with Juliusmedia Events Pty Ltd. Please scan and email to sales-anz@entech-roadshow.com or above form fill using Adobe Professional security encrypted signature preferences for Agreed & Signed window.**

## Terms & Conditions ENTECH Roadshow

This agreement is subject to the laws of NSW. The Promoter is Juliusmedia Events Pty Ltd.

**2.** The Participant will exhibit in the Roadshow in all cities where the Roadshow is scheduled to take place.

**3.** Participants may select from 2 exhibition space options for participation in the Roadshow. A Full space option (notionally 3m x 6m) with freight included of 6 cubic metres or 1500kg for a Full space (whichever the greater) OR a half place option (notionally 3m x 3m) with freight included of 3 cubic metres or 750kg for a Half space (whichever the greater).

**4.** Participants may upgrade stand by an additional 3m x 3m, taking maximum size to 3m x 9m. This upgrade includes an additional 3 cubic metres or 750kg for a Half space (whichever the greater).

**5.** Cartage of Participant equipment is included within cost, according to the exhibition space option selected. All Participant equipment will be toured loose packed, not on pallets. Where Participant equipment is not supplied in road cases, Promoter will pack into supplied cases and a case rental charge of \$600 for each road case will be charged by the Promoter to the Participant. All items must be clearly marked with Participant trading name. All items must be securely packed by Participant at each venue at conclusion of event, and be made ready for our loaders.

**6.** Promoter accepts no liability for any loss or damage however caused to any Participant equipment during roadshow including trucking loading, all cartage, installation, exhibition, dismantling and reloading. Participants must have own insurance to cover Participant equipment and Participant staff.

**7.** Participant equipment must be delivered to our transport contractor prior to the nominated commencement of the Roadshow. Participant equipment will be

made available for collection from our contractor depot upon return to origin.

With prior written notice, Participant equipment may be collected at last venue on Roadshow schedule on final day by 8.30pm. Any additional forwarding costs will be borne by Participant and are payable on demand. If carton or case storage at each venue is required, Participant must have staff on hand to unpack freight at 8.30am each show day morning; and stored items must be made available to loaders no later than 9.45am for return to truck. Loaders cannot pack cases or cartons. Loaders and organizers cannot supply packaging, tape or straps.

**8.** If Participant equipment will exceed freight calculations as per space option selected, excess freight charges will apply. Any such excess must be notified by the Participant to the promoter in writing no less than one week prior to first scheduled Roadshow event. Excess is charged by the cubic metre or by the kilogram if excess. If freight is over both cubic booking and weight, Promoter will charge excess cost based on weight or cubic measurement in its discretion.

**9.** Displays of Participant equipment must be set up in a safe and reasonable fashion in consultation where necessary with our production manager. Our production manager, whose decision is final, will ultimately adjudicate all on-site decisions regarding location and display setup. No audio replay or video demonstrations are permitted within the trade show area, other than low-level video dialogue.

**10.** Participant can only show or promote equipment that is officially distributed by them as recognized by the manufacturer. The showing or promotion of 'grey' or parallel imported equipment is not permitted.

**11.** Participants must arrange and pay own staff transport and accommodation.

**12.** Mains power is limited to 2 x 10 amp circuits per full place, or 1 x 10 amp circuit per half place. Extra power requirements may result in additional cost of \$200 per 10 amps to Participant. Extra power may not be available at all venues.

**13.** No flown or rigged elements can be allowed.

**14.** Venue rules and rental conditions, and state and city laws apply to all Participants. Venue may be changed with advance notice if circumstances arise beyond the control of promoter. Any replacement venue will be of a similar standard. Promoter accepts no liability for any costs or losses incurred by Participant if there is a change in venue.

**15.** Upon commitment to Roadshow, Participant becomes liable for full cost of selected space option plus any applicable taxes.

**16.** Participant will promote the Roadshow via their own regular marketing channels, to assist in attracting quality trade visitors. No school groups are to be invited.

**17.** Changes to these Conditions of Participation may be made by the Promoter at any time, subject to 14 days notice in writing.

**18.** Payment: The full amount must be paid 30 days prior to Roadshow date. Failure to pay the entire cost will result in cancellation of space allocation.

Payment in full will be required in the event of cancellation for any reason by the Participant after acceptance of these terms and conditions.

**19.** Participation is not guaranteed until the Promoter confirms this agreement in writing or by email and an initial deposit of at least 10% is received. At that time, this agreement is binding. Balance will then be due on a monthly basis until paid in full.