

2025

dentalEXPO

NEW ZEALAND'S PREMIER DENTAL EXPO

 www.dentalexpo.co.nz  www.facebook.com/DentalExpoNZ

23-24 MAY
2025

VIADUCT EVENTS CENTRE
Auckland CBD New Zealand

FREE CPD



SPONSORSHIP
& EXHIBITION
PROSPECTUS

 new zealand
dental
industry

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REPRESENTING YOUR INDUSTRY



Lisa Biesheuvel
Aluro
lisab@aluro.co.nz



Emma Coupe
Ivoclar
Emma.Coupe@ivoclar.com



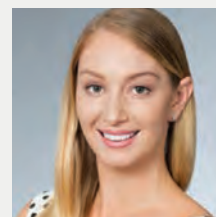
Kelly Headland
Henry Schein Dental
kelly.headland@henryschein.co.nz



Victoria Jantke
Complete Healthcare Solutions
victoria@completehsl.com



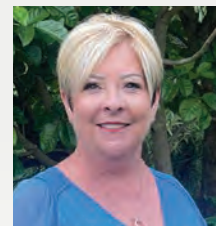
Llewellyn Lewis-Long
Oraltec- A Division of Pharmaco (NZ)
Llewelyn.lewislong@pharmaco.co.nz



Gina Narbey
NSK Oceania
gina@nskoceania.com.au



Emma Woods
Henry Schein One
emma.woods@henryscheinone.co.nz



Sandy Astridge
Account Manager Medical
Technology Association
of NZ
sandy.astridge@mtanz.org.nz

**New Zealand Dental
Industry Group (NZDIG)**
PO Box 74116
Greenlane Central
Auckland 1546



INVITATION

Dear Exhibitors and Sponsors,

Thank you to all our exhibitors and sponsors for your continued support, and a warm welcome to potential new sponsors for DentalEXPO 2025.

Working together with exhibitors and sponsors enables us to deliver this world class Expo which has become recognised for leading edge content and speakers, but also showcasing latest technologies and products (and great deals) for everyone in the dental profession.

We were delighted to welcome back friends and colleagues in person in 2023, after the challenge of the previous two years. With over 1700 attendees, and 47 exhibiting companies, DentalEXPO 2023 proved New Zealand's most well attended dental exhibition ever and many commented on how positive it was to have DentalEXPO feature on the dental calendar once again.

We are well on track curating DentalEXPO 2025, with a refreshing line up of outstanding speakers addressing topics that will challenge and educate everyone across the dental profession.

Happy Hour is set to return at Dental EXPO 2025, and we've adjusted the Friday opening hours accordingly.

DentalEXPO 2025 will be held at the Viaduct Events Centre in Auckland CBD. A truly outstanding location for an Expo of this calibre. The DentalEXPO team are challenging ourselves to bring exciting and invigorating dynamics to the event and we will be actively encouraging you all to get on board and bring your A-game of fun activations and design flair to your stands.

We look forward to working with you to again bring DentalEXPO to life!

Warm regards,

The DentalEXPO Team

23-24 MAY
2025

VIADUCT EVENTS CENTRE
Auckland CBD New Zealand

FREE CPD



DENTAL EXPO OPEN HOURS

DAY	DATE	TIME
FRIDAY	23RD MAY	09:00-19:00 HAPPY HOUR 17:00-19:00
SATURDAY	24TH MAY	09:00-17:00

BUILD SCHEDULE

DAY	DATE	TIME
WEDNESDAY (CUSTOM BUILT STANDS)	21ST MAY	14:00-24:00
THURSDAY	22ND MAY	00:01-12:00

EXHIBITORS' SET-UP

DAY	DATE	TIME
THURSDAY	22ND MAY	12:00-24:00
FRIDAY	23RD MAY	06:00-08:30

EXHIBITORS' BRIEFING

DAY	DATE	TIME
THURSDAY	22ND MAY	15:00-15:30

- Due to Health & Safety requirements exhibitors will not be granted access to the exhibition area prior to these times, unless authorised by MTANZ.
- Exhibitors who are engaging the services of design and build companies (other than Exhibition Hire Services /Displayworks) must advise their build company of the Custom Build Stand times (refer T&C's).

EXHIBITOR PACK DOWN SCHEDULE

DAY	DATE	TIME
SATURDAY	24TH MAY	17:00-24:00
SUNDAY	25TH MAY	0600-12:00

- A reminder that exhibitors must not pack out before 17:00 on Saturday 24 May
- All items, including courier items, must be removed from the venue by 12:00 Sunday 25 May

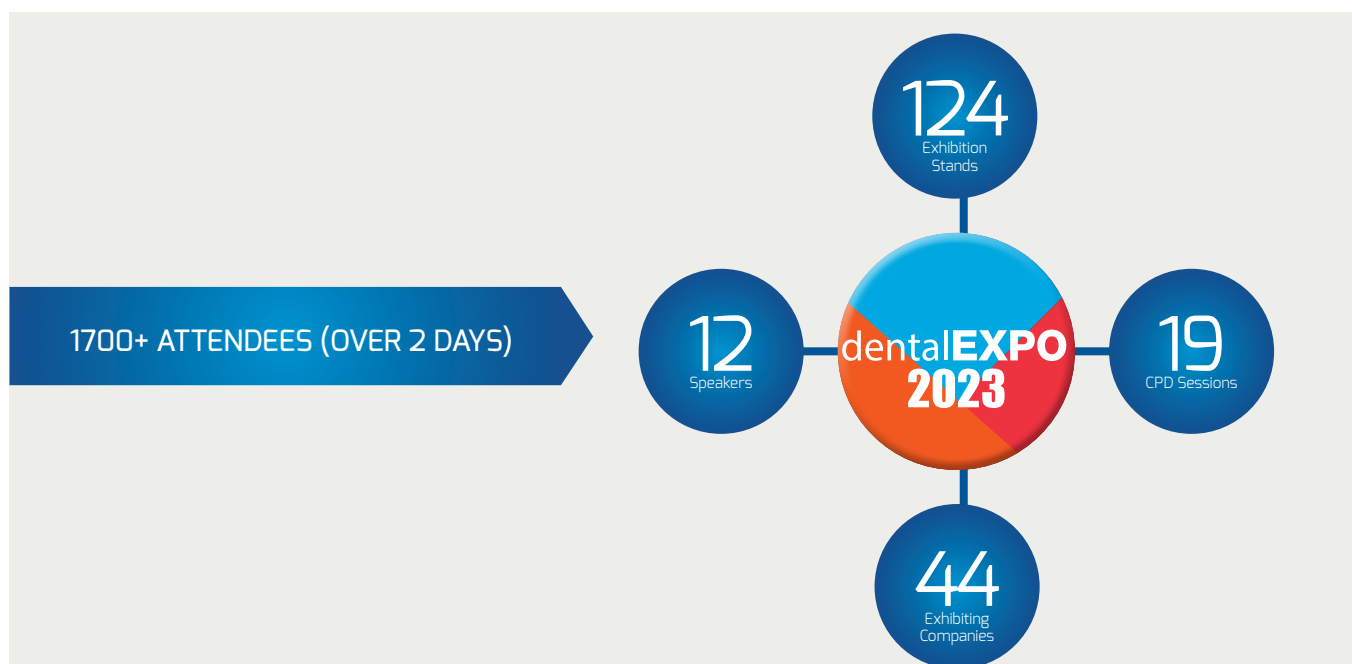
2023 SNAPSHOT

PAST DELEGATE NUMBERS, COMPOSITION AND FEEDBACK

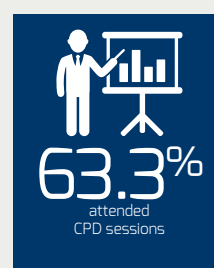
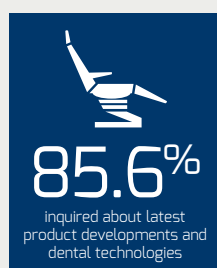
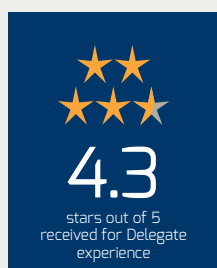
1700+ delegates over the duration of the **Dental EXPO**, from all fields of the dental profession

HISTORICAL DELEGATE NUMBERS

	2011	2013	2016	2018	2023
Total Numbers	1151	1309	1412	1688	1702
Dentists	468	572	633	779	690
Clinical Dental Technicians	55	70	98	85	116
Specialists (e.g. Endo)	25	34	38	40	54
Dental Hygienists	182	132	160	184	145
Dental Therapists	69	65	96	145	87
Dental Technicians	71	99	54	81	100
Auxiliary Staff Surgery	241	216	238	220	239
Auxiliary Staff Laboratory	25	16	9	13	17
Dental Assistant					12
Other		136	86	141	242



SURVEY RESPONDENT RATES:



WHY PARTNER IN 2025?

This event attracts 1700+ visitors from the entire dental team, across the two days

- DentalEXPO is one of the most cost effective exhibition opportunities available in New Zealand.
- Experienced exhibition planning team
- Programme of supporting events for professionals, with interactive demonstrations and FREE CPD accredited seminars
- DentalEXPO presents everything in the field of dentistry
- Extensive advertising and promotion of the DentalEXPO by the organisers
- Take this opportunity to network with your clients and develop stronger business relationships.

1. A marketplace to showcase your products, business and services

Businesses need different ways to showcase themselves to their audiences. DentalEXPO provides one of the most cost-effective exhibition opportunities available in New Zealand. Further, DentalEXPO have an extensive advertising and promotion campaign.

2. Ample time to have quality conversations with customers

We are continuously growing our reach across the dental profession and are expecting over 1700 delegates in 2025. DentalEXPO attracts everyone across the dental profession. Not only will sponsors get the opportunity to be face-to-face with the dental community, but our programme is also designed specifically to allow plenty of time between CPD sessions for exhibitors and sponsors to network with your clients and develop stronger business relationships.

3. DentalEXPO is 'the' event to exhibit at in May 2025

Providing a combination of high profile and quality keynote speakers and presenters. With specialist sessions and practical business essential topics, it gives delegates the opportunity to hear first-hand from experts, gaining access to real-time insights and the latest thinking. The programme combines professional and personal development, providing tangible value for delegates.

4. Exhibition and Sponsorship Opportunities

We are flexible and collaborative, and our experienced events team are happy to develop options to work with you. If you would like to showcase your brand at DentalEXPO with an exhibition booth, or a bespoke sponsorship package, let's chat.



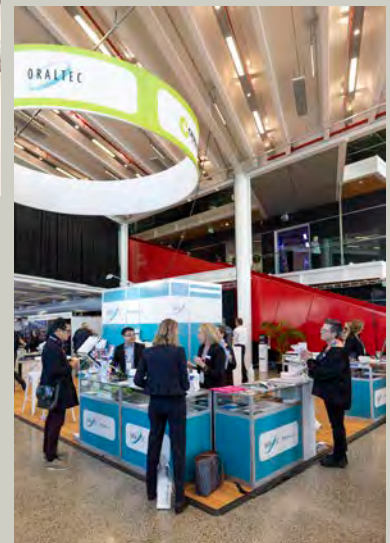
“QUOTES from 2023”

"The event was just fantastic! Great to see everyone in one space and place, without masks! Lol."

"I had questions and looked for new products that I need for specific patients."

"Met up with colleagues and peers."

"Great products on display that our surgery was interested in seeing in person. People were knowledgeable that were selling."



"I like the demo on how to mold the mouthguard and the whole environment of the expo. Everyone on the Expo are so accommodating and all smiles to everyone."

"Met key contacts that will enable our business strategy to grow to next level performance, improve care and ongoing oral health management. Key focus is to greatly enable and train our team into next level delivery."

"Being able to view and get demonstrations of everything from all the suppliers under one roof."

Delegates will have the opportunity to earn **FREE CPD** for attending lectures and presentations.

There will be different presentation areas. These areas will be easily accessible and free of charge to all delegates.

CPD SEMINARS

- ▶ 2 separate CPD rooms, seating capacity for up to 570 and 180 people;
- ▶ Speaker Sponsorships are available for these sessions (subject to approval);
- ▶ Companies will need to adhere to some strict criteria to ensure presentations are suitable for the intended audience (your application will go through an approval process and you will be notified accordingly);
- ▶ Clinical based CPD sessions must be evidence-based to be considered for the programme;
- ▶ CPD seminar rooms will be available in 1 hour blocks.

SPEAKER SESSION SUBMISSIONS ARE NOW BEING CALLED FOR - **DON'T MISS OUT!**

Exhibitors and sponsors are invited to provide speakers. Refer to the sponsorship packages for further details.

FREE CPD
AT DENTAL EXPO!

Note: Applications to put forward a speaker close on
FRIDAY 19 JULY 2024



Marketing Success Elements

We're committed to bringing more buyers directly to you than ever before. Over time, we've refined the DentalEXPO exhibiting experience.

Here are several success elements aimed at maximising your return on investment:

ADVERTISING MATERIALS FOR EXHIBITORS

We'll provide you with a range of advertising materials tailored for targeted advertising to potential delegates.

MARKETING CAMPAIGNS

DentalEXPO marketing collateral complements the well-directed and effective marketing campaign and will be mailed regularly to more than 3,000 relevant addresses. Marketing collateral is available to each exhibiting company for distribution by their sales force.

WEBSITE

www.dentalexpo.co.nz is continuously refreshed, offering a comprehensive overview of DentalEXPO and its associated highlights. Upon securing a stand booking, your presence as an exhibitor will be featured on the DentalEXPO website. By clicking on your company name, visitors to the site will be taken to your website.

DENTAL EXPO LEAD CAPTURE APP

Exhibitors will be provided access to the lead capture app as an efficient and easy to use customer data collection tool.

SOCIAL MEDIA & WEBSITE

In addition to the DentalEXPO website, there will also be a strong social media presence across the different social media platforms.

USE OF THE DENTAL EXPO LOGO

Electronic versions of the DentalEXPO logo are provided to you, for use on your promotional literature and on your website.

Please remember to include a link to the DentalEXPO website www.dentalexpo.co.nz on your own company website.

Help us help you have the best ever DentalEXPO

Utilise the DentalEXPO logo on all collateral and stationery your company distributes:

- Invoices / packing slips
- Sales promotion literature
- Boxes
- Website

GET YOUR SALES FORCE TALKING DENTALEXPO



Here's how you can boost your return on investment by becoming a sponsor at dentalEXPO

- Reach over 1700 delegates spanning all dental professions over two expo days
- Gain direct access to New Zealand dentists, along with the chance to connect with potential clients and cultivate strong business relationships
- Seize networking opportunities and generate leads
- Enhance your brand's image through event affiliation
- You can't afford not to be in attendance. DentalEXPO offers one of the most cost-effective exhibitions and sponsorship opportunities in New Zealand
- Tap into an extended audience through various supporting CPD events and interactive demonstrations for professionals
- Rely on our experienced event management team to ensure you maximise your sponsorship benefits

GET IN TOUCH

Find out more about our sponsorship opportunities, and get in touch with us to discuss your ideas, thoughts and needs

We look forward to working with you and developing a strong platform for your business to reach the industry

Contact the Expo Manager at events@mtanz.org.nz



A collage of dental-related images. The top right features the '2025 dentalEXPO' logo in a blue and red banner. Below it, the text 'SPONSORSHIP OPPORTUNITIES' is written in a blue, sans-serif font. The collage includes several images: a close-up of a dental handpiece, a display of colorful toothbrushes, a dental booth with a 'FAEMA' sign and 'The Dentists' branding, and a view of the 'dentalEXPO' entrance. The background is a light gray with diagonal lines.

PLATINUM sponsor
(limited to 2 sponsors)

SPONSORSHIP PACKAGES

NZ\$17,500 +GST

PRE EVENT

- Priority branding as a DentalEXPO Platinum Sponsor throughout the extensive promotional campaign. The sponsor's logo/brand will be featured in all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and DentalEXPO website (logo and links)
- Registration desk branding (in conjunction with Dental EXPO overriding branding)
- Company logo on the front cover and inside cover of the Registration Brochure with the tag line "Platinum Sponsor"
- The DentalEXPO database of confirmed attendees will be provided 6 weeks prior to DentalEXPO (name, practice name, city of those who have given permission) and again 2 weeks prior to the event
- Opportunity to provide a full page, full colour advertisement for inclusion in the DentalEXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Customised co-branded VIP invitation to invite guests to attend DentalEXPO
- Opportunity to utilise the DentalEXPO email database on two occasions between January and May 2025. Text is to be supplied to DentalEXPO for distribution via email (2 weeks notice is required). Note: the email database will not be supplied
- Company logo, link and 50 word product or company profile listed on the DentalEXPO website.

SPEAKING AT THE EVENT

- Opportunity to add a speaker sponsorship at 50% discount
- One voice announcement for your sponsored speaker prior to their presentation

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details
- Priority pack in

ONSITE DURING THE EVENT

- Two complimentary 3m x 3m exhibition spaces (priority choice), includes all exhibitor benefits (pre-fabrication and any additional exhibition space requirements are an additional cost to the sponsor)
- Priority branding throughout the event space as the DentalEXPO 2025 Platinum Sponsor
- Social Media: Opportunity to provide 2x notifications per day across the DentalEXPO days, and 2x additional notifications either pre or post Dental EXPO, to be posted on the official DentalEXPO Facebook and Instagram page
- Company logo displayed on the DentalEXPO holding slides in each breakout room, prior to all CPD sessions
- Expo App: Opportunity to provide 2x push notifications per day (via the DentalEXPO app) across the DentalEXPO days
- Daily Pre-recorded recognition announcement over the PA system

POST EVENT

- Priority branding on post event communications to attendees



NEW**HAPPY HOUR**
sponsor**NZ\$15,000 +GST****PRE EVENT**

- Exclusive naming rights. Happy Hour will be known as 'the <insert company name> Happy Hour'
- Featured as the Happy Hour Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- Company logo on the front cover and inside cover of the Registration Brochure with the tag line "<company name> Happy Hour Sponsor"
- The Dental EXPO database of confirmed attendees will be provided 5 weeks prior to Dental EXPO (name, practice name, city of those who have given permission) and again 2 weeks prior to the event
- Opportunity to provide a 1/2 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Opportunity to utilise the Dental EXPO email database on one occasion between January and May 2025. Text is to be supplied to Dental EXPO for distribution via email (2 weeks notice is required). Note: the email database will not be supplied
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- Opportunity for your most senior representative to make a three (3) minute introduction announcement over the PA at the commencement of proceedings at the Happy Hour.
- One complimentary exhibition space (priority choice after Platinum and Gold Sponsors), includes all exhibitor benefits (pre-fabrication and any additional exhibition space requirements are an additional cost to the sponsor)
- Four (4) complimentary Happy Hour registrations for your staff
- The option to display napkins branded with sponsor's logo - on cocktail tables, or other approved promotional material (to be supplied by sponsor)
- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, and 1x additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- Daily Pre-recorded recognition announcement over the PA system

GOLD sponsor
(limited to 3 sponsors)**NZ\$12,000 +GST****PRE EVENT**

- Listed as a Gold Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- Company logo on the front cover and inside cover of the Registration Brochure with the tag line "Gold Sponsor"
- The Dental EXPO database of confirmed attendees will be provided 5 weeks prior to Dental EXPO (name, practice name, city of those who have given permission) and again 2 weeks prior to the event
- Opportunity to provide a 1/2 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Opportunity to utilise the Dental EXPO email database on one occasion between January and May 2025. Text is to be supplied to Dental EXPO for distribution via email (2 weeks notice is required). Note: the email database will not be supplied
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- One complimentary 3m x 3m exhibition space (priority choice after Platinum Sponsors), includes all exhibitor benefits (pre-fabrication and any additional exhibition space requirements are an additional cost to the sponsor)
- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, and 1x additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- Daily Pre-recorded recognition announcement over the PA system
- Company logo displayed on the Dental EXPO holding slides in each breakout room, prior to all CPD sessions
- Opportunity to provide 1x push notifications per day (via the Dental EXPO app) across the Dental EXPO days

DENTAL EXPO TECH & APP sponsor (limited to 1 sponsor)

NZ\$10,500 +GST

PRE EVENT

- Listed as the Dental EXPO Tech and App Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- Company logo on the front cover and inside the Registration Brochure with the tag line "Tech and App Sponsor"
- Opportunity to provide a 1/2 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- The Dental EXPO database of confirmed attendees will be provided 4 weeks prior to Dental EXPO (name, practice name, city of those who have given permission) and again 2 weeks prior to the event
- Opportunity to utilise the Dental EXPO email database on one occasion between January and May 2025. Text is to be supplied to Dental EXPO for distribution via email (2 weeks notice is required). Note: the email database will not be supplied
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- One complimentary 3m x 3m Exhibition space (priority choice after Platinum Sponsors), includes all exhibitor benefits (prefabrication and any additional exhibition space requirements are an additional cost to the sponsor)
- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, and 1x additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- Overriding App branding rights
- Expo App: Opportunity to provide 4x push notifications on the App per day across the Dental EXPO days
- Ability to have 2 of your staff at the entrance handing out your company information

NAME BADGE sponsor (limited to 1 sponsor)

NZ\$6,500 +GST

PRE EVENT

- Listed as the Name Badge Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- Company logo on the front cover and inside cover of the Registration Brochure with the tag line "Name Badge Sponsor"
- The Dental EXPO database of confirmed attendees will be provided 3 weeks prior to Dental EXPO (name, practice name, city of those who have given permission) and again 2 weeks prior to the event
- Opportunity to provide a 1/3 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, to be posted on the official Dental EXPO Facebook and Instagram page
- Expo App: Opportunity to provide 4x push notifications on the App per day across the Dental EXPO days
- The Dental EXPO Name Badge Sponsor will be associated with the Dental EXPO name badges. Delegate name badges are worn throughout the Dental EXPO. 2000 name badges are utilised across delegates and industry attendees
- Sole company name, logo and Dental EXPO logo printed on the name badges

NEW

CAFÉ sponsor (limited to 1 sponsor)

NZ\$6,500 +GST

PRE EVENT

- Listed as the <company name> Café Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- The Dental EXPO database of confirmed attendees will be provided 3 weeks prior to Dental EXPO (name, practice name, city of those who have given permission)
- Opportunity to provide a 1/3 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details
- The sponsoring companies may provide their own corporate apparel to dress the barista

ONSITE DURING THE EVENT

- Logo printed on four (4) decals to be placed on the floor defining the café area. Artwork to be provided by the sponsor (subject to deadlines and committee approval)
- Barista machine branding
- Social Media: Opportunity to provide 1X notification per day across the Dental EXPO days, and 1X additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- Opportunity to place company literature (e.g. flyers, brochures) within the café area (Sponsor to supply company literature; max size of literature: A4)
- 1X acknowledgement, per day, over PA system 'Get your daily dose of coffee from the Company Coffee Cart' (or similar)
- This sponsorship includes provision of \$500 towards complimentary beverages open to anyone visiting Dental EXPO. Once this cap is reached then the barista will work on a cash only basis.
- Priority exhibition stand location (after Platinum, Happy Hour, Tech, Gold, Name Badge sponsors). The café location is shown on the site plan. Consideration will be given to your stand location ensuring it is close to the café.

BARISTA SPONSOR sponsor (limited to 2 sponsors)

NZ\$5,500 +GST

PRE EVENT

- Listed as a Barista Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- The Dental EXPO database of confirmed attendees will be provided 3 weeks prior to Dental EXPO (name, practice name, city of those who have given permission)
- Opportunity to provide a 1/3 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details
- The sponsoring companies may provide their own corporate apparel to dress the barista

ONSITE DURING THE EVENT

- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, and 1x additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- 1x acknowledgement, per day, over PA system 'Get your daily dose of coffee from the Company Coffee Cart' (or similar)
- Barista machine branding
- This sponsorship includes provision of \$500 towards complimentary beverages open to anyone visiting Dental EXPO. Once this cap is reached then the barista will work on a cash only basis
- Priority exhibition stand location (after Platinum, Happy Hour, Tech, Gold, Name Badge, Café, Fruit Stall sponsors). Barista locations will be throughout the exhibition hall and will be determined by taking into account health & safety factors, flow of walking areas, even distribution of baristas throughout the exhibition hall

FRUIT STAND sponsor (limited to 1 sponsor)

NEW

NZ\$5,500 +GST

PRE EVENT

- Listed as the Fruit Stand Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- The Dental EXPO database of confirmed attendees will be provided 3 weeks prior to Dental EXPO (name, practice name, city of those who have given permission)
- Opportunity to provide a 1/3 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website
- Acknowledged as Fruit Stand sponsor on the floor plan

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- The Expo Manager will work with you to colour co-ordinate the fruit stand and style to reflect your company image (limited to furniture available from EHS)
- Ability to hand out your company literature in the fruit stand footprint
- Social Media: Opportunity to provide 1x notification per day across the Dental EXPO days, and 1x additional notification either pre or post Dental EXPO, to be posted on the official Dental EXPO Facebook and Instagram page
- 1x acknowledgement, per day, over PA system
- Priority exhibition stand location (after Platinum, Gold, Silver and Name Badge sponsors). The Fruit Stand is currently located beside Stand 103, however this can be negotiated.

BUSINESS ESSENTIALS sponsor (limited to 2 sponsors)

NEW

NZ\$5,500 +GST

The Business Essentials Sponsorship allows organisations to provide between 2-4 speakers over a 1 hour time slot. The focus for these sessions is to focus on business essentials e.g. cashflow, HR, lead generation, patient retention, risk and compliance. This sponsorship can be curated to suit the sponsor.

PRE EVENT

- Listed as a Business Essentials Sponsor using the sponsor's logo/brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- Opportunity to participate in the content curation of the Business Essentials session
- Opportunity to provide a 1/2 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Opportunity to utilise the Dental EXPO email database on one occasion between January and May 2024. Text is to be supplied to Dental EXPO for distribution via email (2 weeks notice is required). Note: the email database will not be supplied
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Opportunity to participate in the Business Essentials session
- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- One complimentary 3m x 3m exhibition space, includes all exhibitor benefits (pre-fabrication and any additional exhibition space requirements are an additional cost to the sponsor)
- Expo App: Opportunity to provide 2x push notifications on the App per day across the Dental EXPO days
- 1x acknowledgement, per day, over PA system

DENTAL EXPO TOTE BAGS

(limited to 1 sponsor)

NZ\$5,500 +GST

Sponsorship of the official DentalEXPO tote bag offers excellent branding exposure. The tote will contain sponsor promotional materials. The tote bag will be distributed at registration to every delegate and speakers.

The tote bag will be sourced by DentalEXPO committee keeping in mind our sustainability goals for the event.

Note: 9 other companies will have the opportunity to place marketing material/items in the DentalEXPO tote bag.

PRE EVENT

- Listed as the Tote Sponsor using the sponsor's logo/ brand featured on all promotional material (exposure from the date of signing the sponsorship contract), including: mailings, marketing material, registration book, programme, advertisements, social media and Dental EXPO website (logo and links)
- The Dental EXPO database of confirmed attendees will be provided 3 weeks prior to Dental EXPO (name, practice name, city of those who have given permission)
- Opportunity to provide a 1/3 page, full colour advertisement for inclusion in the Dental EXPO Registration Brochure. Artwork to be supplied by your company no later than 29 November 2024
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- Your company's logo to appear on the front of the tote bag alongside the DentalEXPO logo (organising committee's discretion as to logo being printed in full colour or mono). 2000 bags will be printed and distributed.
- Two (2) inserts (promotional flyer or corporate gift) to be placed into the tote bag. Promotional flyer must be no larger than A4 size. Any corporate branded gifts must be approved by the organisers and must be Code compliant.
- Tote bag will be sourced by the conference organisers. An artwork proof of the branding on the tote bag will be sent to you prior to print production for your approval. Logo to be supplied by the sponsor in .EPS format.

SATCHEL INSERT

(limited to 9 opportunities)

NZ\$500 +GST

- One (1) insert (promotional flyer or corporate gift) to be placed into the tote bag.
- Promotional flyer must be no larger than A4 size
- Any corporate branded gifts must be approved by the organisers and must be Code compliant.
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

SPEAKER sponsor

KAWAU ROOM

(audience up to 570 – subject to Dental EXPO programme committee)

NZ\$2,200 +GST

RANGITOTO ROOM

(audience up to 180 – subject to Dental EXPO programme committee)

NZ\$1,200 +GST

APPLICATIONS TO PUT FORWARD A SPEAKER CLOSE ON 19 JULY 2024

PRE EVENT

- Listed as a Speaker Sponsor using the sponsor's logo/brand featured on the registration brochure and programme (exposure from the date of signing the sponsorship contract)
- Company logo, link and 50 word product or company profile listed on the Dental EXPO website

ATTENDING THE EVENT

- Free registration for all staff manning your exhibition booth
- Lead scanner app to capture attendees details

ONSITE DURING THE EVENT

- Opportunity to provide a keynote speaker (1x1 hour sessions available, subject to Dental EXPO programme committee approval)
- Opportunity to provide a pop up banner to be located in the CPS room where your speaker will talk, for the duration of their talk
- Expo App: Opportunity to provide x1 push notifications (via the Dental EXPO App) per day across the Dental EXPO days

NOTE: Clinical based CPD sessions must be evidence-based to be considered for the programme. Refer to page 8 for further details

PICK & MIX OPPORTUNITIES (POA)

The pick and mix options are for those looking for exclusive branding opportunities.

• WATER PARTNER

Exclusively supply water bottles for the event (reusable only) and branding of the water stations throughout the event.

• ADVERTISE IN DENTAL EXPO E-NEWSLETTERS

\$500 +GST per advertisement

Ad space in e-newsletters in the lead up to the event.

• BATHROOM ADVERTISING

\$500 +GST per day

Ad space in the VEC bathroom toilet cubicles.

• BREAKFAST SESSION PARTNER (2 Available)

• PHONE RECHARGE STATIONS (3 available)

POA

SPONSORSHIPS & BENEFITS

SUMMARY OF ENTITLEMENT	PLATINUM Sponsor	HAPPY HOUR Sponsor	GOLD Sponsor	TECH & LEAD CAPTURE Sponsor	NAME BADGE Sponsor	CAFÉ Sponsor	FRUIT STALL sponsor	BARISTA Sponsor	BUSINESS ESSENTIALS Sponsor	DENTAL EXPO TOTE BAGS	SPEAKER Sponsor (Audience up to 570)	SPEAKER Sponsor (Audience up to 180)	TOTE INSERT
Amount (excl GST)	\$17,500	\$15,000	\$12,000	\$10,500	\$6,500	\$6,500	\$5,500	\$5,500	\$5,500	\$5,500	\$2,200	\$1,200	\$500
Number of Sponsorships Available	2	1	3	1	1	1	1	2	2	1	Subject to Education Committee Approval	Subject to Education Committee Approval	9
Comp 3x3 Exhibition Spaces	2	1	1	1					1				
Priority Stand Location	1st Choice		2nd Choice	3rd Choice	4th Choice	8th Choice	5th Choice	6th Choice	7th Choice				
Registration Desk Branding	Yes												
Speaker/CPD 1-hour sessions											1	1	
Registration Brochure Advertising	Full Page	Half Page	Half Page	Half Page	One third Page	One third Page	One third Page	One third Page	Half Page	One third Page	Logo + tagline	Logo + tagline	
Email Campaigns Available	2	1	1	1					1				
Notifications on Social Media	6	3	3	3	2	3	4	3					
App Branding Rights				Yes									
Push Notifications on Expo App	2 per day		1 per day	4 per day	4 per day	1 per day			2 per day		1 per day	1 per day	
Overriding Branding	Yes												
Branding on Name Badges (includes Expo branding)					Yes								
Branding on Tote Bags										Yes			
PA System Announcements	1					1 per day	1 Per Day	1 Per Day	1 Per Day				
Daily PA Recognition	Yes	Yes	Yes										
Complimentary Coffees						Yes		Yes					
Priority Pack in	Yes												
Happy Hour Complimentary Staff Tickets		4											
VIP invitations	Yes												
Logo Placement on Promotional Material	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Attendee List	6 weeks & 2 weeks	5 weeks & 2 weeks	5 weeks & 2 weeks	4 weeks & 2 weeks		3 weeks	3 weeks	3 weeks		3 weeks			
Logo, Link and Profile on Expo Website	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Holding Slide in Lecture Hall	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pop Up Banner in CPD Room											Yes	Yes	

2025

dentalEXPO

EXHIBITION INFORMATION



EXHIBITION STAND PRICING		EARLY BIRD FEE	LATE FEE
3m x 3m			
SPACE only per 3m x 3m (minimum size 9m ²)	Member Rate	\$3,407.25 + gst	\$3,748.50 + gst
	Non Member Rate	\$4,770.15 + gst	\$5,247.90 + gst
PREFABRICATED stand per 3m x 3m (minimum size 9m ²)	Member Rate	\$4,360.65 + gst	\$4,798.50 + gst
	Non Member Rate	\$6,104.70 + gst	\$6,716.85 + gst
3m x 2m			
SPACE only per 3m x 2m (minimum size 6m ²)	Member Rate	\$3,289.65 + gst	\$3,618.30 + gst
	Non Member Rate	\$4,605.30 + gst	\$5,065.20 + gst
PREFABRICATED stand per 3m x 2m (minimum size 6m ²)	Member Rate	\$4,208.40 + gst	\$4,629.45 + gst
	Non Member Rate	\$5,892.60 + gst	\$6,481.65 + gst

To receive the Early Bird rate and to be included in the ballot allocation system (refer to pages 21- 22), your Application to Exhibit must be received by **Friday 5 July 2024**. After this date the standard fee will be charged.

Each prefabricated stand has white stipple finish walls, a single 240 volt 10 amp power outlet, 2 spotlights and fascia with name signage. The walls are not Velcro receptive so velcro spots with both hooks and loops are required to fix materials onto the walls.

If you wish to have your company logo added to the stand fascia, please advise on the application form. An additional charge of \$80 +GST per fascia panel will apply.

YOUR STAND INVESTMENT INCLUDES

- ▶ Unlimited exhibitor registrations
- ▶ Marketing collateral and support
- ▶ Delegate list prior and following the Expo
- ▶ Company listing and link on **Dental EXPO** website and Facebook page

(Note: Happy Hour will incur a fee per staff member in attendance on your stand)

APPLICATION TO EXHIBIT CONFIRMATION

A confirmation email will be sent upon receipt of your Application to Exhibit. If you do not receive acknowledgment of your Application to Exhibit within three working days, please contact events@mtanz.org.nz

DEPOSIT / INVOICING and PAYMENT DEADLINES

A deposit for 50% of the total exhibition space cost will be required to secure your stand booking, and will be invoiced after **30 October 2024** with the confirmed site allocation notification. The balance will be invoiced on **1 February 2025**.

Stands are not confirmed if payment has not been received by the due date as detailed on the invoice. At that time the stand may be released for sale. All invoices are payable 30 days from the date they are issued. Please refer to Booking and Payment Terms listed in the Terms and Conditions.

ALLOCATION OF EXHIBITION SPACE (ballot system)

The Dental EXPO committee adopt a fair and professional allocation of exhibition stands.

A ballot system will be used and the following process will be followed:

1. Applications are grouped into Dental EXPO 2023 commitment, MTANZ member and non-member companies, level of sponsorship, then by the indication of space required.
2. Allocation of stands will be first by preference indicated on the Sponsorship and Exhibition Application, then by numerical stand order, based on size.
3. The ballots will be drawn in the following order, considering previous Dental EXPO 2023 commitment:

- MTANZ Member, Platinum Sponsor/s, space required 90m² and over
- MTANZ Member, Platinum Sponsor/s, space required between 37 – 89m²
- MTANZ Member, Platinum Sponsor/s, space up to 36m²

- MTANZ Member, Happy Hour Sponsor, space required 90m² and over
- MTANZ Member, Happy Hour Sponsor, space required between 37 – 89m²
- MTANZ Member, Happy Hour Sponsor, space up to 36m²

- MTANZ Member, Gold Sponsor, space required 90m² and over
- MTANZ Member, Gold Sponsor, space required between 37 – 89m²
- MTANZ Member, Gold Sponsor, space up to 36m²

- MTANZ Member, Tech Sponsor, space required 90m² and over
- MTANZ Member, Tech Sponsor, space required between 37 – 89m²
- MTANZ Member, Tech Sponsor, space up to 36m²

- MTANZ Member, Name Badge Sponsor

- MTANZ Member, Fruit Stall, Café and Barista Sponsors, space required 90m² and over
- MTANZ Member, Fruit Stall, Café and Barista Sponsors, space required between 37 – 89m²
- MTANZ Member, Fruit Stall, Café and Barista Sponsors, space up to 36m²

- MTANZ Member, Business Essentials Sponsor

- MTANZ Member, space required 90m² and over
- MTANZ Member, space required between 37 – 89m²
- MTANZ Member, space up to 36m²

- NON-MTANZ Member, Platinum Sponsor/s, space required 90m² and over
- NON-MTANZ Member, Platinum Sponsor/s, space required between 37 – 89m²
- NON-MTANZ Member, Platinum Sponsor/s, space up to 36m²

- NON-MTANZ Member, Happy Hour Sponsor, space required 90m² and over
- NON-MTANZ Member, Happy Hour Sponsor, space required between 37 – 89m²
- NON-MTANZ Member, Happy Hour Sponsor, space up to 36m²

- NON-MTANZ Member, Gold Sponsor, space required 90m² and over
- NON-MTANZ Member, Gold Sponsor, space required between 37 – 89m²
- NON-MTANZ Member, Gold Sponsor, space up to 36m²

- NON-MTANZ Member, Tech Sponsor, space required 90m² and over
- NON-MTANZ Member, Tech Sponsor, space required between 37 – 89m²
- NON-MTANZ Member, Tech Sponsor, space up to 36m²

- NON-MTANZ Member, Name Badge Sponsor

- NON-MTANZ Member, Fruit Stall, Café and Barista Sponsors, space required 90m² and over
- NON-MTANZ Member, Fruit Stall, Café and Barista Sponsors, space required between 37 – 89m²
- NON-MTANZ Member, Fruit Stall, Café and Barista Sponsors, space up to 36m²

- NON-MTANZ Member, Business Essentials Sponsor

- NON-MTANZ Member, space required 90m² and over
- NON-MTANZ Member, space required between 37 – 89m²
- NON-MTANZ Member, space up to 36m²

- Australian non-member companies

One representative from each exhibiting company is invited to be present at the Ballot Draw in the Ballot Group particular to that company. Exhibitor representatives must be present in order to choose and/or discuss preferences.

If you are not in the room or on Zoom call at the ballot then you will be allocated a stand as per the guidelines and you may not necessarily get what you asked for.

Forms received after the closing date will be allocated stands that are available following the ballot, if any.

Applications are drawn from a ballot box on **Friday 26 July 2024 at 10am** in the above groups by the DentalEXPO Exhibition Manager, MTANZ Office, Level 3, 109 Carlton Gore Road, Newmarket, Auckland.

Also in attendance will be representatives from the Dental EXPO Committee, representation from the NZDIG Committee and Exhibition Hire Services.

Please email events@mtanz.org.nz if you have any questions.

ALLOCATION OF EXHIBITION SPACE (ballot system)...cont

Please note that MTANZ reserves the right to make minor modifications to the floor plan to accommodate space sales or change as necessary to avoid conflicts. Major changes to the floor plan pre and post ballot will not be possible.

Please ensure you indicate clearly who you do not wish to be near on your Sponsorship and Exhibition Application. If you would like to be positioned beside or near another company please clearly indicate this on the Application to Exhibit.

Whilst we endeavour to keep your requests in mind we do not guarantee your requests.

TO BOOK AN EXHIBITION STAND OR SPONSORSHIP

Complete the Sponsorship and Exhibition Application form attached. Return to **DentalEXPO** at events@mtanz.org.nz by the due date.

TIMELINE

SPONSORSHIP AND EXHIBITION APPLICATION DUE DATE:

To be included in the ballot your Sponsorship and Exhibition applications must be received by

🕒 **5.00pm Friday 5 July 2024**

Applications not received by this date will be considered after the ballot has taken place

BALLOT TIME/DATE:

🕒 **10.00am Friday 26 July 2024**

MTANZ Office, Level 3, 109 Carlton Gore Road, Newmarket, Auckland or via ZOOM

IMPORTANT NOTE:

Exhibitors who wish to discuss stand options, should their preferences not be available anymore, must join the ballot either in person or via Zoom meeting.

IT PAYS TO BELONG TO THE NEW ZEALAND DENTAL INDUSTRY GROUP

Enjoy discounted booth rates and member benefits from the expertise and guidance provided by the Dental Industry Group (NZDIG) under the membership umbrella of the Medical Technology Association of New Zealand (MTANZ)

- Advocacy & Representation • Communication & Education
- Exhibition Management • Networking Opportunities

EXPO SITE PLAN

MTANZ reserves the right to make minor modifications to the floor plan to accommodate space sales or change as necessary to avoid conflicts. Major changes to the floor plan pre and post ballot will not be possible.



KEYS

- = 2.5m Octex panels
- = 2.3m Octex panels
- = 2.3H Velcro Receptive
- = Fascia Rails
- = Space Only

**VENUE:
VIADUCT
EVENTS
CENTRE**

Halsey Street, Auckland CBD

☆☆☆ BEST STAND AWARD ☆☆☆



BEST STAND AWARD 2023 - Under 9m²
PRECISION DENTAL LABS



BEST STAND AWARD 2023 - Over 9m²
ALURO HEALTHCARE NZ

THEME: SUSTAINABILITY

A 'Best Exhibition Stand' competition will be held at DentalEXPO. An award will be presented to both the best small stand (under 9m²) and the best large stand (9m² and above).

THE WINNER WILL BE ANNOUNCED ON FRIDAY 23 MAY 2025.

In judging the Award, consideration is given to sustainability and the use of sustainable items, stand layout, design flair and creativity, the interaction between the stand representatives, and the delegates' experience on the stand. (Any activity off your stand must be detailed in full to MTANZ and is subject to permission).

The award prize is a commemorative plaque and winner announcements on the day. Plus two years of bragging rights!

Stand Design

Stand construction, design & build, electrical, carpet hire, rigging, signage



EXHIBITION HIRE SERVICES (EHS)

EHS is the company contracted to install the prefabrication scheme. They are available to assist with the design and build of your stand and provide furniture and accessories. To discuss stand options once your booking has been confirmed, and hire furniture or plants, please contact Gwen Johnston from Exhibition Hire Services.

Gwen Johnston

Exhibition Hire Services
Phone: +64 21 547 608
Email: gwen@exhibitionhire.co.nz
Website: www.exhibitionhire.co.nz

INTERNET ACCESS, FORK LIFT

C/- Dental EXPO, Medical Technology Association of New Zealand

Phone: +64 9 917 3645
Email: events@mtanz.org.nz

LIGHTING & RIGGING

Exhibition Hire Services
Phone: +64 21 547 608
Email: gwen@exhibitionhire.co.nz
Website: www.exhibitionhire.co.nz

Terms and Conditions

These Terms and Conditions will form the basis of an agreement between you (Exhibitor and/or Sponsor) and Medical Technology Association of NZ (MTANZ). Please read them carefully. By signing and returning the Application to Exhibit/ Sponsor form you are deemed to have read and accepted these Terms and Conditions.

(1) Booking and Payment Terms - EXHIBITION

Space can only be booked on receipt of the signed Application to Exhibit Form and will be allocated as per the ballot guidelines outlined in this prospectus. Bookings will be acknowledged through a confirmation email.

A deposit for 50% of the total exhibition space and any sponsorship cost will be required to secure your stand/ sponsorship booking, and will be invoiced **30 October 2024** with the confirmed site allocation notification. The balance will be invoiced on **1 February 2025**.

If payment is not received when due MTANZ has the right to cancel the booking.

All monies due must be received prior to commencement of the Expo. Should any monies be outstanding at the commencement of the Expo the Exhibition Manager has the right to refuse access to the Expo.

To receive the NZDIG/MTANZ Membership discount for your stand, your company must be an NZDIG/MTANZ member for both the 2023/2024 and 2024/2025 years. Both years membership invoices need to have been paid prior to the Expo.

If the Exhibitor defaults in payment of any invoice when due, they will be liable to pay penalty interest of 2.5% per calendar month. The Exhibitor will indemnify MTANZ against all MTANZ's legal costs and collection costs incurred by MTANZ in relation to recovering or collecting any outstanding money due under these Terms and Conditions.

The Organising Committee reserves the right to refuse any Application to Exhibit/Sponsor.

Subletting of space will not be permitted.

All monies are to be paid in New Zealand dollars (NZ\$) and attract 15% GST.

(2) Cancellation - EXHIBITION

Once a signed Application to Exhibit/Sponsor is confirmed by MTANZ, the following cancellation fees will apply:

- In the event of cancellation 30 to 80 working days prior to the date of the Expo 50% of the stand/sponsorship fee will apply.
- In the event of cancellation or reduction of space within 30 days, the deposit will be non refundable.

(3) Booking and Payment Terms - SPONSORSHIP

Full payment is required upon receipt of invoice.

If full payment is not received by the due date specified on the invoice, the Dental EXPO Manager has the right to review the Sponsorship commitment and cancel the Sponsorship package.

Confirmed sponsorship will be invoiced on receipt of Application to Exhibit/Sponsor form for the full amount.

Sponsorships will be acknowledged through a confirmation email.

All monies due must be received prior to commencement of the conference/exhibition.

If the Sponsor defaults in payment of any invoice when due, they will be liable to pay penalty interest of 2.5% per calendar month. The Sponsor will indemnify MTANZ against all MTANZ's legal costs and collection costs incurred by MTANZ in relation to recovering or collecting any outstanding money due under these Terms and Conditions.

The Organising Committee reserves the right to refuse any Application to Exhibit/Sponsor.

All monies are to be paid in New Zealand dollars (NZ\$) and attract 15% GST.

(4) Cancellation - SPONSORSHIP

Only in exceptional circumstances, the Organisers will be prepared to consider cancellation of your contract, but only if the following conditions are complied with:

- the request for cancellation is submitted in writing;
- the request is received at least 6 months prior to the Dental EXPO;
- the reason given for the request of the cancellation is, in the opinion of the Organisers, well founded.

The Sponsor agrees that the organisers shall retain 10% of the contract price, if cancellation is made more than 9 months before the Expo. 50% if the cancellation is made between 9 months and 6 months prior to the Expo. 100% of the contract price will be forfeited if cancellation is made within 6 months of the Expo.

(5) Couriers and Storage

Arranging couriers and transportation of exhibition equipment is the sole responsibility of the Exhibitor. Costs associated with storage of equipment is also the sole responsibility of the Exhibitor.

There is NO STORAGE at this venue. Large deliveries will only be accepted for delivery the week of the Expo and will be placed in your stand area. The VEC staff will not accept responsibility for goods left unattended by couriers or exhibitors.

(6) Exhibition Space

Alcohol - Alcohol cannot be served from stands. Alcohol is not permitted in stand prizes.

Cleaning - Stands and exhibits shall be kept clean and tidy throughout the Expo. Cleaning of the stand is the responsibility of the Exhibitor. Cleaners will vacuum the exhibition common areas e.g. aisles, prior to the opening of the exhibition and daily thereafter. It is, however the responsibility of the Exhibitor to maintain their stands (exhibits and furniture) in a tidy condition at all times. Exhibitors are responsible to remove all rubbish prior to vacating the stand/s. An additional \$400 + GST fee per Exhibitor will be invoiced to companies if cleaning is required.

Custom Built Stands / Independent Contractors - The Exhibition Manager must be advised if a custom built stand is being installed. This information is requested in the Application to Exhibit form.

Exhibitors taking Design and Build booths are advised to use the service of the Official Stand Contractor appointed by the Exhibition Manager to undertake the job as this will facilitate convenient installation. Otherwise, Exhibitors are required to obtain consent from the Organiser before any of their own contractors are allowed to work onsite. The Organiser reserves the right to reject any contractor and design deemed inappropriate.

The Exhibition Manager (MTANZ) must be advised if a custom built stand is being installed by any exhibiting company. Any structures exceeding 2.5m in height from any perspective must be pre-approved by MTANZ. Any structures above 2.5m not approved by MTANZ will be required to be dismantled prior to the commencement of the exhibition.

Any rigging, scaffolding or temporary structure suspended from the ceiling needs to be preapproved by MTANZ and the Viaduct Events Centre. Plans and stand diagrams and the custom build companies Health & Safety Plan must be forwarded to the Exhibition Manager (MTANZ) for approval no later than **Friday 7 March 2025**.

- All works in the Exhibition Hall should be confined to installation and minor alteration only. Fabrication works like welding, cutting, sawing, laminating, painting, spraying etc should not be carried out inside the Exhibition Hall.
- The booth constructed must comply with the dimensions of the space allocated. Each booth must have its own panels and is not permitted to use the neighbour's panels. If any panel is higher than 2.5m, reasonable decoration or material must cover the back of that panel.
- Every Exhibitor is responsible to build their own walls to separate their stand. Minimum wall height of 2.5m must be constructed.
- No adhesive is permitted to be used on stone floorings or walls. Posters or other promotional materials shall not be affixed to any part of the hall. The Exhibitor shall be

charged with consequent cleaning fees upon violation of this specification.

- Detailed booth construction plans should be submitted to MTANZ before **Friday 7 March 2025** for timely approval.
- Detailed Safety plans should be submitted to MTANZ before **Friday 7 March 2025** for approval.
- Exhibitors must obtain written approval from Viaduct Events Centre for the use of air or helium balloons. Helium balloons are only permitted as fixed features of a stand or exhibit. The organiser will be charged for the removal of any balloons remaining in the venue.
- The Organiser and the Official Stand Contractor reserve the rights to reject any construction plan or require the Exhibitor or his own contractor to make modifications.
- The floor, walls, doors and windows, or any other parts of the hall are not to be altered in any way. Nailing, screwing and drilling of holes are not allowed onto any parts.
- All exhibitions must meet current New Zealand Health & Safety and New Zealand Fire Safety regulations.
- Design and Build times are:

	DAY	DATE	TIME
Custom Built Stands	WEDNESDAY	21 May	14:00 – 24:00
(construction)	THURSDAY	22 May	00:01 – 12:00

Contractors

- Contractors must wear name/company identification at all times on site.
- Contractors must wear High Visibility jackets during build times or they will be asked to cease work until this requirement is met.
- Contractors to use only designated service entrances and loading docks for transportation of staff and materials.
- It is the responsibility of the contractor to supply sufficient staff for unloading and loading of transport vehicles in the loading dock in a timely, safe and non-disruptive manner.
- Contractors and their staff must supply their own tools, including ladders and trolleys. Viaduct Events Centre equipment shall not be used without prior approval.
- The venues are non-smoking at all times to clients, guests, visitors, staff and contractors.
- Contractors will not allow or permit any damage to Viaduct Events Centre building or any fixtures, nor shall any alterations to the structure be allowed. Painting, gluing, drilling, taping or nailing is not allowed on venue finishes.
- Contractors shall ensure the removal of all debris, rubbish, packing materials from the premises. In the event Viaduct Events Centre has to perform these tasks on behalf of the contractor, charges incurred shall be borne by the contractor.
- It is the responsibility of the contractors to apply for all the necessary permits with local authorities and necessary

insurance before commencement of work. These must be made available for sighting upon request from Viaduct Events Centre.

- j) Drawings of layout plans, structural and schematic wire diagrams must be submitted to MTANZ and Viaduct Events Centre by **Friday 7 March 2025**.
- k) It is the responsibility of all persons working on site to comply with the venue health and safety guidelines and all work must be carried out in a safe manner. Failure to do so will result in a request to vacate the premises.
- l) Viaduct Events Centre reserves the right to refuse access to contractor and/or equipment not considered to be of a suitable standard.
- m) Prior notifications of contractors use of hot works in association of smoke detection for isolation are to be taken in consideration.
- n) Venue roof access needs to be pre-arranged with MTANZ in which requires appropriate certification.

Damages - The Exhibitor shall take all reasonable care when installing/dismantling its equipment and stand as not to cause damage to the venue carpet, walls and floors and the prefabrication booths supplied by the MTANZ contractor, including the panels, fascia and spotlights. The Exhibitor will be responsible for any direct loss caused by the inappropriate installation/dismantlement of equipment and/or stand.

Electrical Use and Installation Conditions at Viaduct Events Centre
No electrical devices are permitted in the Viaduct Events Centre unless evidence is provided that the device has been inspected by a suitably qualified electrician or trained person and complies with New Zealand standards;

No electrical equipment is permitted to be installed or connected to the electricity supply at the Viaduct Events Centre without Viaduct Events Centre's prior written permission. These restrictions do not apply to consumer electronics items such as laptops and cell phones.

Exhibitor Sponsored Events and Educational Programmes

As a condition of exhibiting at Dental EXPO 2025, the Exhibitor agrees that Exhibitors may not run focus groups, seminars or programmes at hotels or other event locations during exhibition hours or CPD hours. Dental EXPO prohibits educational forums that detract from the activities at Dental EXPO during the days of the Expo.

Note: Exhibitors are advised that hospitality suites may not operate during Dental EXPO Exhibition hours. Please review programme and exhibit days and hours before finalising your plans. Failure to comply may affect future applications to Dental EXPO.

Flooring - Grey floor carpet tiles or concrete.

Floorplan Changes - MTANZ reserves the right to modify the floor plan to accommodate space sales or change as necessary. While MTANZ will use its best endeavours to consult the Exhibitors when modifying the floor plan, MTANZ is not obliged to do so.

Food - Give-aways of food are permitted from exhibition stands, if pre-packaged only. Exhibitors are not permitted to sell, prepare or cook food within the exhibition area.

Exhibitor Food and Beverage Sampling

- a) No Food or Beverage: Unless you have obtained Viaduct Events Centre and MTANZ written consent prior to the Expo starting, you may not bring any food or beverage into the venue and must not remove any food or drink from the venue. In any event, Viaduct Events Centre will not be liable in relation to any food or beverage that has been removed from the venue.
- b) The venue has sole rights for the sale and distribution of all food and drink onsite.
- c) No Exhibitor or person shall distribute, sell or give away any item of food or drink, not supplied by Viaduct Events Centre, to members of the public or trade exhibition visitors without the express written consent of Viaduct Events Centre.
- d) Notice of intent for trade must be lodged with Viaduct Events Centre at least two (2) months prior to the start of the license period, and copies of relevant trading permits supplied.
- e) Generally, Viaduct Events Centre will have no objection to the provision by the Exhibitor of food stuffs provided as a means of demonstrating any plant or equipment forming part of the exhibition, or the product manufactured or supplied by the Exhibitor. However, the sale of all such products will not be permitted for consumption on the premises unless otherwise agreed with Viaduct Events Centre. The Sales & Events Planner must be notified of final confirmation of the stand arrangements. Removal of food rubbish daily is the responsibility of each exhibiting company. No water is available directly to stands.
- f) Absolutely no alcoholic beverage sales can take place on Viaduct Events Centre licensed premises unless the Exhibitor has an approved off-site liquor license. For beverage sales, order forms should be made available for post event sales. Viaduct Events Centre may at its own discretion charge the Exhibitor or organiser a franchise fee or commission for sale of food and drink.
- g) Viaduct Events Centre has contracted the services of a preferred caterer to provide exclusive catering services to the venue. Please contact the Exhibition Manager for further details.
- h) Viaduct Events Centre reserves the right to remove any food and beverage not authorised to be in the venue.
- i) Exceptions to the above require written approval from Viaduct Events Centre.

Happy Hour - Exhibitors will be charged \$20.00+gst per staff member attending the Happy Hour.

Lighting - Normal house lighting is provided within the Exhibition Hall and Exhibitors should take this into account when planning their stands, in particular when considering lighting of the stand space. If a company requires rigging this is at their cost and arrangement. MTANZ must be notified by **Friday 7 March 2025** if rigging will be positioned and will be subject to an approval process.

Machinery and Other Large Exhibits - All machinery should be fitted with guarding, fencing, lock immobilisation etc to ensure a safe environment for staff and patrons. Signage is not acceptable as a protective method. Persons operating equipment or machinery during an exhibition must be the current holder of the relevant certificate or license as required by law to operate such equipment. Machinery equipment or substances likely to jeopardise the health or safety of any person are prohibited, as referred to in the New Zealand codes of practice for the safe operations of machinery.

Motor Vehicles in Exhibitions - If motor vehicles are being used as part of an exhibition, arrangements for access to buildings need to be made through MTANZ and Viaduct Events Centre. Cars used as part of an exhibit should have full tanks of fuel; protective floor tray and batteries disconnected prior to public access. Keys for the vehicle must be left on-site with the Duty Operations Manager in charge of the event.

Noise and Obstructions - Exhibitors may advertise within their stand area and may use amplifiers or videos, but at all times the noise level must be reasonable and not detract from other Exhibitors displays. Exhibitors must not obstruct the aisles and public walking areas. The organiser may prohibit or regulate any noise level that it considers in its sole discretion is an annoyance or disadvantage to other Exhibitors. Where videos are used, adequate space must be allowed within the stand space and must not cause obstruction in the aisle.

Pack-Out / Removal of Exhibits - No stand may be dismantled or goods removed from the Exhibition Hall before the commencement of the breakdown period other than emergency removals, for which an official letter must be obtained from MTANZ. The structural elements of space only stands must not be broken down before the close of Dental EXPO. \$1,000 + GST will be invoiced to companies who vacate their stand/s early unless prior written approval by MTANZ has been granted.

Power - It is highly recommended that equipment sensitive to supply fluctuations be protected with appropriate surge protection equipment to eliminate any disruption. Show Light & Power are the approved show electricians. All electrical requests are to come via MTANZ.

Promotional Material - No promotional material may be distributed (e.g. on seats in CPD sessions or bathrooms) or displayed outside of the stand area without permission of the Exhibition Manager.

Rigging - Rigging must be carried out by Viaduct Events Centre approved personnel. Exhibitors must submit, by **Friday 7 March 2025**, drawings and descriptions of items to be suspended including position, weight, type of materials and any special requirements. All items are subject to approval by Viaduct Events Centre property department and riggers, and roof loading limitations. Check with MTANZ for loading limits of rigging points. An estimate of rigging costs will be sent to the organiser and then forwarded to the Exhibitor based on information submitted. To ensure inclusion in the rigging schedule the Exhibitor must confirm acceptance of this estimate at least 12 (twelve) weeks prior to the exhibition. For basic banner hanging requirements, please request the form from MTANZ. Any rigging request made after specified times will be undertaken at the discretion and

availability of Viaduct Events Centre and may be subject to a late service charge in addition to minimum call out times (3 hours) where applicable.

Sales By Non-Exhibiting Companies - Solicitation by non MTANZ exhibitors is prohibited. Firms and representatives not assigned exhibit space are prohibited from soliciting business in any form in the Viaduct Events Centre for the duration of Dental EXPO. Violators of this will be required to immediately leave the venue.

Security - Every precaution will be taken to protect Exhibitors' equipment. However MTANZ and the Viaduct Events Centre will not accept responsibility for the loss or damage to exhibits or equipment placed in the venue. Security will be provided through a system of patrols and CCTV coverage. Exhibitors are responsible for all goods and their stands over the Expo duration. In all cases the Exhibitor must assume responsibility for damage of property, accident and injuries to employees, delegates and others. Exhibitors requiring full security should make arrangements with the security provider (ask MTANZ for details).

Stand Space - Exhibitors may set up their demonstrations within their purchased stand space only. Aisles and walk ways must be kept clear at all times. If any Exhibitor occupies space outside the parameters as indicated on the floor plan, a fee that reflects the additional area being occupied will apply.

Unoccupied Space - Any space that is paid for but not claimed and occupied by the commencement of the conference/exhibition can be reassigned by MTANZ without refund to the Exhibitor.

Walk-Through Exhibits - These exhibits must be designed in accordance with current New Zealand Standards and to the satisfaction of MTANZ and Viaduct Events Centre. All internal aisle ways are to be a minimum of 3 metres wide. Emergency exits must not be obstructed. A clearance of at least three (3) metres must be allowed. Any emergency exit that is obscured from view may be compensated by additional signage and can only be obscured with pre-approval by Viaduct Events Centre.

(7) Exhibitor Registration

All personnel must be registered and report to the MTANZ desk on arrival. Failure to wear a name badge may result in the Exhibitor being requested to leave the venue.

(8) Deliveries and Storage

Goods may be delivered to the venue no earlier than "one day prior to the Exhibitor pack in day".

There is no storage on site.

Deliveries will be placed in your stand area. The Viaduct Events Centre staff will not accept responsibility for goods left unattended by couriers or Exhibitors.

Transfer and storage of all items is the responsibility of the Exhibitor. Exhibitors must ensure that labour is supplied to move large items to and from the loading docks.

Goods must be clearly marked with the following information:

Viaduct Events Centre

147-171 Halsey Street, Auckland CBD, Auckland 1010

Dental EXPO 2025

Your Company Name

Stand No. _____ Box _____ of _____

Any deliveries made to the venue (whether before, during or after the Hire Period) will be entirely at your risk and Viaduct Events Centre or MTANZ will have no liability for any loss relating to any delivery. To facilitate deliveries to the venue, Viaduct Events Centre may sign delivery receipt documentation on your behalf. Viaduct Events Centre/MTANZ accept no liability in relation to the deliveries and you fully indemnify us and the building owner from and against any and all loss suffered or incurred by us or the building owner in relation to such deliveries. Deliveries may be made NO EARLIER than one day prior to pack in day.

Removal - Unless the parties have agreed in writing before the Event:

You must remove all items, equipment and property relating to the event from the venue by the end of the hire period ending at 12pm on **Sunday 25 May 2025**.

(9) Health and Safety

Health and Safety Legislation - The Exhibitor must comply with all health and safety legislative requirements, including the Health and Safety at Work Act 2015 (HSWA) and all related legislative instruments, guidance and codes of practice (Health and Safety Legislation).

Obligation - The Exhibitor must ensure so far as is reasonably practicable the health and safety of its workers and any other workers whose work is influenced or directed by the Exhibitor. The Exhibitor must ensure so far as is reasonably practicable that the health and safety of other persons is not put at risk from work carried out by the Exhibitor.

The Exhibitor Controls the Place of Work - Under these Terms and Conditions the Exhibitor will be in control of and manage the space as indicated on the floor plan and space in fact occupied during the exhibition/conference (Exhibition Space). The Exhibitor will be responsible for all inductions and take all practicable steps to ensure the safety of all its workers, and any other parties associated with the performance of its obligations under these Terms and Conditions, including visitors, contractors, subcontractors, service providers, the public, visitors to the areas under the control of the Exhibitor and any person required to be at the Exhibition Space at any time leading up to, during and after each conference/exhibition.

Exhibitor Responsible for Training its Workers - The Exhibitor is responsible for ensuring that all workers doing work for it are trained in the relevant health and safety requirements applicable to the use of the venue where an exhibition/conference is held, and have all of the necessary skills, qualifications and experience to use the venue safely.

Audits - The Exhibitor must take part in any health and safety audits conducted by MTANZ if requested to do so, and accept that MTANZ or an independent third party will have access to the Exhibition Space in order to review, monitor and/or audit the Exhibitor's health and safety procedures and practices for the purposes of such audits.

Health and Safety Plan - MTANZ and the Exhibitor shall consult, co-operate and co-ordinate to ensure that an appropriate health and safety management system is put in place for each exhibition/conference, including policies and procedures so as to ensure compliance with the Health and Safety Legislation. Such system, policies and procedures shall include (without limitation):

- a) a comprehensive health and safety policy;
- b) health and safety objectives signed by a senior manager from both the Exhibitor and MTANZ;
- c) a hazard and risk register covering all hazards associated with hosting and running of an exhibition/conference;
- d) a documented instruction process for personnel involved in hosting and running an exhibition/conference covering all relevant aspects of health and safety management;
- e) a documented briefing process for representatives of the participating Exhibitors covering all relevant aspects of health and safety management, to be given at least 24 hours prior to an exhibition/conference;
- f) a documented emergency plan for the venue;
- g) a designated warden for the venue;
- h) a health and safety system that complies with Health and Safety Legislation; and
- i) appropriate health and safety signage and information, evacuation procedures and emergency equipment at the venue, which are clearly visible to all those attending an exhibition/conference; such system, policies and procedures to be notified to MTANZ at least 60 days prior to an exhibition/conference for approval.

Exhibitor Must Submit Documents - The Exhibitor is required to submit to MTANZ all documents, such as, for example, a Health and Safety Plan, a completed hazard identification and control register and any associated job safety and environmental analysis, which MTANZ believes, can demonstrate to the Exhibitor's compliance with Health and Safety Legislation. The Exhibitor agrees to provide MTANZ with access to these documents on an on-going basis.

Acceptance - The acceptance by MTANZ of a Health and Safety Plan, and the documents referred to in the preceding paragraph, will not release the Exhibitor from its responsibilities and obligations under Health and Safety Legislation or any of the requirements and conditions of these Terms and Conditions.

Notifying Ministry of Business, Innovation and Employment

The Exhibitor is responsible for notifying the Ministry of Business, Innovation and Employment of any incidents as required in the Health and Safety Legislation.

Notifying MTANZ - All accidents, incidents or near misses are to be reported to MTANZ immediately.

First Aid - MTANZ will have a basic first aid kit on site and two qualified first aiders. In an emergency call 111.

(10) Indemnity and Exclusion of Liability

To the extent permitted by law, nothing expressed or implied in these Terms and Conditions will confer any liability on MTANZ or the Exhibitor (First Party) in respect of any:

- a) indirect, consequential or special loss, damage, cost or expense suffered or incurred by the other party as a direct or indirect result of a breach by the First Party of any of its obligations under this agreement; or
- b) loss, damage, cost or expense suffered or incurred by the other party, to the extent to which this results from any act or omission by the other party.

Subject to (a) and (b) above, the Exhibitor will indemnify MTANZ at all times against any loss, damage or cost excluding consequential loss or damage suffered or incurred by MTANZ as a direct result of a breach by the Exhibitor of any of its obligations under these Terms and Conditions.

(11) Insurance

The Exhibitor will at their own expense hold adequate public liability insurance. The Exhibitor will provide proof of such insurance on request by MTANZ.

(12) Pack-out

Exhibition pack-out times are stated under the heading "Exhibition Timings" and must be adhered to.

(13) Parking

Parking options are detailed on the Dental EXPO website.

(14) Privacy

MTANZ is committed to managing and protecting personal information in accordance with the Privacy Act 2020. Personal information collected will only be used for the purposes of conducting the exhibition/conference or for communicating with attendees after the exhibition/conference has concluded. Where such communications constitute commercial electronic messages within the meaning of the Unsolicited Electronic Messages Act

2007 and are by electronic means, MTANZ will only communicate with those persons who have consented to receiving such messages from MTANZ. Personal information will only be kept for as long as it is reasonably needed for the purpose for which it was collected. We may share your personal information with official third party contractors, conference attendees and the organising committee for the purpose of assisting you with your exhibition participation and for marketing purposes (if you have consented to it). We may also be required to share your information as required by law. We take all reasonable steps to ensure that information (including personal information) collected by MTANZ is securely stored and protected. Persons have the right to access and request correction of their personal information held by us. Requests to access and/or request correction of personal information should be sent to MTANZ at the address provided at the front of this agreement.

(15) Prohibited Activities

The following activities are prohibited without the prior written permission of Viaduct Events Centre:

- a) Obstructing or obscuring emergency exits and exit signs at the Viaduct Events Centre. At least three metres clearance is to be maintained at all times in respect of any egress. Fire hoses, alarms and switches must remain visible and accessible at all times and all articles used for display purposes must be fireproof. Open flames must be adequately supervised.
- b) Marking, painting, drilling or otherwise defacing any part of the Viaduct Events Centre, including attaching sticky tape, pins, nails, staples, markers or 'Blu-Tack' to any part of the premises.
- c) Altering the structure, fittings, decorations or furnishings of the Viaduct Events Centre.
- d) Suspending banners and other hanging display material from anything other than existing rigging points.
- e) Bringing any firearms, explosives, flammable liquids or other dangerous substances (including fireworks, pyrotechnics) to the Viaduct Events Centre.
- f) Conducting any lottery, raffle, betting, gambling or game of chance of any kind at the Viaduct Events Centre, that involves a monetary transaction.

(16) Security

Every precaution will be taken to protect Exhibitor's equipment. However, MTANZ and the venue will not accept responsibility for the loss or damage to exhibits or equipment placed at the venue. In all cases the Exhibitor must assume responsibility for damage of property, accident and injuries to employees, delegates and others.

(17) Other Requirements

The Exhibitor/contractor/sub-contractor shall ensure that all the necessary insurances and licenses are available and current and that the safety and legality of any activity carried out within the venues is beyond question.

The Exhibitor/contractor/sub-contractor must ensure that their workspace is kept neat and tidy so as to avoid any hazards or items likely to cause injury or harm to anyone.

The venue is a strictly no smoking venue and the Exhibitor must adhere to and enforce this policy and the requirements of the Smoke-free Environments Amendment Act 2003 and its amendments. Fire Exits must be kept clear at all times. Exhibitors must comply with all reasonable direction of the venue operator.

(18) Dangerous and Hazardous Substances

Substances that are of a dangerous, flammable, explosive or objectionable nature must not be brought into the premises without formal notification to the Ministry of Business, Innovation and Employment, MTANZ and the venue operator.

Where it is proposed to use toxic materials or fluids, the disposal of such materials requires notification to the Ministry of

Business, Innovation and Employment. The nature of the material or fluid and the quantities involved and a copy of the plan for disposal must be forwarded to MTANZ and the venue operator no later than 14 days prior to the exhibition/conference.

No more than one day's supply of any hazardous or dangerous substance shall be stored on the stand or within the venue at any time. The remainder must be stored in closed containers in a location as per the Hazardous Substance and New Organisms Act.

(19) Strikes, Fires and Acts Of God

Dental EXPO reserves the right to change the location and/or date or cancel Dental EXPO 2025 in the event a strike, fire, war, pandemic, government regulation, disaster, civil disorder, curtailment of transportation facilities, or Act of God should render the event execution impossible or the hall, in which the Dental EXPO has been scheduled, unusable. Refunds of exhibit space payments may only be distributed once Dental EXPO has officially declared in writing that Dental EXPO 2025 has been cancelled.

(20) Condition of Acceptance to Exhibit

Each Exhibitor acknowledges and agrees that its Application to Exhibit/Sponsor is conditional upon NZDIG being satisfied that the Exhibitor has (or can) comply with the Dental Industry Code of Practice (which can be viewed at www.mtanz.org.nz) as well as Good Industry Practice. For the avoidance of doubt, NZDIG reserves the right to decline any Application to Exhibit/Sponsor pursuant to this clause 21. For the purpose of this clause, Good Industry Practice means the exercise of that degree of skill, diligence and foresight that would reasonably be expected from a skilled, diligent and experienced operator in the same type of undertaking under the same or similar circumstances including (without limitation) compliance with applicable statutory, regulatory, and recognised industry requirements, codes and standards.

(21) Dental Code of Practice

All exhibitors, be it MTANZ Members or Non-Members, must adhere to the guidelines of the Dental Industry Code of Practice. (Note. This is a condition of exhibiting at this event and applies to all exhibitors). A copy of the Code can be viewed at www.mtanz.org.nz

Ethical standards and compliance with applicable laws are critical to the dental industry's ability to continue its successful collaboration with Oral Healthcare professionals.

A close relationship between suppliers and the Oral Healthcare professional is a key element in the innovation and development of dental and medical technology products.

This close relationship is a positive for patients who are the ultimate beneficiaries of advanced dental and medical technology. However, this close relationship does require a clear understanding of ethical behaviours by both parties.

In particular, when exhibiting at a MTANZ organised event, clause 2.1 'Gifts & Inducements' must be adhered to. This clause states the following:

- '...a Member must not inappropriately influence a Dental Professional's selection of diagnostic and/or treatment pathways as a result of offering a Gift.'

Companies may not:

- At no time may a Member offer a Gift: In connection with the ordering, purchase or supply of a Therapeutic Product; or when it is in the form of cash / negotiable instruments / gift card (redeemable for anything other than a Therapeutic Product) / monetary equivalents, except when the benefit is applied against a Commercial Account.
- provide Oral Healthcare Professionals with gifts, including gifts of cash, food, wine or spirits, gift baskets, gift cards/ certificates or flowers.

For the avoidance of doubt, this does not preclude the legitimate practice of providing to Oral Healthcare Professionals appropriate samples of dental / medical technologies for genuine training, educational or evaluation purposes (generally in a clinical setting).

ANY QUESTIONS ON THE TERMS & CONDITIONS CAN BE DIRECTED TO:

Medical Technology Association of NZ
PO Box 74116, Greenlane, Auckland 1546
Phone: +64 9 917 3645
Email: events@mtanz.org.nz



Sponsorship and Exhibition Application

SECTION 1: PURCHASE ORDER

Purchase Order Number _____
(IF REQUIRED ON INVOICE)

Name and email address for invoice to be sent to:

SECTION 2: COMPANY DETAILS

Company Name _____

Contact Name _____

Postal Address _____

Email Address _____

Phone _____

Fax _____

Website _____

SECTION 3: DENTAL EXPO SPONSORSHIP PACKAGES

Sponsorships will be awarded on a "First in, First Served" basis.

Please tick which item/s you wish to sponsor:

<input type="checkbox"/>	PLATINUM Sponsor	\$17,500 + gst
<input type="checkbox"/>	HAPPY HOUR Sponsor	\$15,000 + gst
<input type="checkbox"/>	GOLD Sponsor	\$12,000 + gst
<input type="checkbox"/>	TECH & LEAD CAPTURE Sponsor	\$10,500 + gst
<input type="checkbox"/>	NAME BADGE Sponsor	\$6,500 + gst
<input type="checkbox"/>	CAFÉ Sponsor	\$6,500 + gst
<input type="checkbox"/>	BARISTA Sponsor	\$5,500 + gst
<input type="checkbox"/>	FRUIT STALL Sponsor	\$5,500 + gst
<input type="checkbox"/>	BUSINESS ESSENTIALS Sponsor	\$5,500 + gst
<input type="checkbox"/>	TOTE BAG Sponsor	\$5,500 + gst
<input type="checkbox"/>	TOTE BAG INSERT	\$500 + gst
<input type="checkbox"/>	SPEAKER Sponsor (Audience Up to 570)	\$2,200 + gst
<input type="checkbox"/>	SPEAKER Sponsor (Audience Up to 180)	\$1,200 + gst

SECTION 4: STAND DETAILS

Stand Size:

Number/s of 3x3m sites _____

Number/s of 2x3m sites _____

Preferred Site Numbers:

Option 1 _____

Option 2 _____

Option 3 _____

Stand Type (PLEASE TICK):

☐ Prefabricated Stand (Includes white stipple finish walls, power, 2 spotlights and fascia name)

Fascia name to read: _____

☐ Add your logo for \$80 + GST per fascia panel

OR

☐ Space Only

☐ with POWER (an additional NZ\$80 + 15% GST) per exhibition site

Name of company doing build (if applicable): _____

Competitor Avoidance: (Please indicate here who you do not wish to be positioned beside):

Other preferences: (eg. corner, by loading dock, company to be positioned next to etc):

SECTION 4: TERMS AND CONDITIONS

This application must be signed.

Please ensure that you have read the Exhibitor Terms and Conditions carefully.

By signing and returning this application form you are agreeing to the Terms and Conditions stated in the Sponsorship and Exhibition Prospectus.

These terms include (but are not limited to):

- Booking and payment terms
- Ballot process for exhibition stands
- Cancellation and reduction of space terms
- Dental Code of Practice
- Pack-in and Pack-out times
- Waiver of Liability Terms
- Exhibition Space requirements as listed
- Health & Safety
- Custom Built Stands / Contractors
- Insurance & Liability

I accept the terms and conditions as stated in the Sponsorship & Exhibition Prospectus.

Is your company a current member of the Medical Technology Association of New Zealand? (Tick one)

☐

YES

☐

NO

Name: _____

Date: _____

Company: _____

Authorised signature: _____

THE AUTHORISED SIGNATURE ON THIS SPONSORSHIP AND EXHIBITION APPLICATION SIGNIFIES THAT THEY HAVE THE AUTHORITY TO SIGN CONTRACTS FOR THE FIRM STATED ON THE FACE OF THIS CONTRACT AND THEY COMPLY WITH THE FULL SET OF DENTAL EXPO TERMS AND CONDITIONS AS STATED IN THE **DENTAL EXPO 2025 SPONSORSHIP AND EXHIBITION PROSPECTUS**.

PLEASE MAKE A COPY FOR YOUR RECORDS

Please forward this form indicating your Exhibition and Sponsorship preferences to:

DentalEXPO Manager

Medical Technology Association of NZ
PO Box 74116, Greenlane, Auckland, New Zealand
Or email to: events@mtanz.org.nz
Ph: +64 9 917 3645



IT PAYS TO BELONG TO THE NEW ZEALAND DENTAL INDUSTRY GROUP

Enjoy discounted booth rates and member benefits from the expertise and guidance provided by the Dental Industry Group (NZDIG) under the membership umbrella of the Medical Technology Association of New Zealand (MTANZ)

- Advocacy & Representation • Communication & Education
- Exhibition Management • Networking Opportunities

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dental
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