



Child in wheelchair

# ATSNZ Disability Expo

6 - 7 November 2024

Due Drop Events Centre, Manukau, Auckland



Two children, 1 in a power wheelchair both holding onto the same flower, engaged in conversation

## EXHIBITOR PROSPECTUS



Two people laughing and embracing.

[www.atsnzexpo.nz](http://www.atsnzexpo.nz)

# Tēnā koutou, Welcome

In November 2024, Assistive Technologies Suppliers New Zealand are hosting our 5th world-class ATSNZ Disability Expo in Auckland.

We are one of New Zealand's most comprehensive events for people with disability, seniors, carers, and allied health professionals. ATSNZ Disability Expos are developed by the industry for the industry.

Alongside the trade show floor, we offer a quality seminar programme that attracts both those working in the industry, e.g. in assessor roles, and those that are clients or consumers.

Through this event ATSNZ is committed to:

- Showcasing a broad range of assistive technology (AT) and lifestyle services to support choice and control for those with disability, seniors and caregivers.
- Educating visitors in the latest advances in AT and related services, and to support the development of their technical skills and knowledge.
- Helping people improve their independence, dignity, mental health, physical health and well-being through awareness of assistive technology product and service solutions.

Our events have been growing, in size and audience, over the last few years and we hope to continue doing so in 2024. We look forward to having you join us and be a part of the Assistive Technology Suppliers New Zealand Disability Expo for 2024.

Ingrid van Rijn  
Executive Officer, ATSNZ

## Who is ATSNZ?

Assistive Technology Suppliers New Zealand (ATSNZ) is made up of a cross section of manufacturers, equipment suppliers and service providers who work throughout New Zealand. ATSNZ's objectives are:

- To give rehab suppliers a voice which:
  - Has a positive influence on Government policy through a representative, unified approach.
  - Educates Government and other stakeholders about our industry.
  - Promotes a robust, competitive and commercially viable marketplace.
- To improve the quality of equipment provision by:
  - Supporting the ongoing training and education of Allied Health Professionals (AHPs) and prescribers.
  - Promoting ethical business practices that safeguard the interests of the end user.
  - Participating in the development of appropriate and cost-effective product standards.
- To develop alliances with all industry stakeholders to:
  - Drive continued improvements in outcomes for end users.
  - Minimise the total lifetime costs of equipment.
  - Ensure an open, fair and competitive market.



Power wheelchairs on an Expo booth with a person looking at a chair.

# Why Exhibit at the ATSNZ Disability Expo?

To quote ATSNZ Exhibitors

***“Strong emphasis is put on getting the RIGHT people through the door, good scientific component and well organised.”***

***“Thank you ATSNZ and the team from Icon for a great expo, good engagement from many sectors and we as a company were extremely happy with our return on investment.”***

**Aaron Morgan, Medix21**

***“ATSNZ Expo goes from strength to strength bringing a world-class education program to NZ and drawing increased registration numbers each year. The Medifab team always enjoy being a part of this event and are already looking forward to next year’s show!”***

**Medifab**

If your organisation works with people with a disability or you provide relevant services or products, the ATSNZ Disability Expo is your opportunity to be seen as a leader in the disability community. The Expo continues to provide high value opportunities to engage with a wide range of disability service providers, relevant Government departments and people who live with a physical or mental disability, their caregivers and families.

ATSNZ Disability Expo is committed to bringing a wide and diverse range of products and services together under one roof, to benefit the communities of people with disabilities, their families, caregivers, seniors, and healthcare professionals. It’s about introducing opportunities which can enrich your life ...especially ones which you never knew were out there.

People with disabilities, both physical and mental, are continually looking for ways to make life better - now and in the future. They are actively seeking out the best options from a variety of sources, the ATSNZ Disability Expo being one of those sources. Potential clients with disabilities are faced with many options and decisions to make about the services and products they require. Your presence at the ATSNZ Disability Expo will put your brand firmly in the front of their mind when it comes to the decision on which is the best product or service for them.

The ATSNZ Disability Expo offers fantastic value for money and a sound investment opportunity for rehabilitation companies, suppliers and service providers. The organising team ensure the exhibition is priced in a way that is accessible for all businesses wanting to market to people with disabilities, seniors, caregivers, AHPs and prescribing services, from the smallest to the largest - there is a package that will suit every sized business.

If your organisation works with people with disability or you provide related services or products, the ATSNZ Disability Expo is your opportunity to be seen as an active participant in the disability sector.

Participation at the ATSNZ Disability Expo gives you:

- direct access to consumers in an environment where people are seeking the best products and services available,
- an opportunity to connect and network with Allied Health Professionals, Government bodies and service providers,
- the chance to showcase and demonstrate your products, services, brand and amazing staff,
- the opportunity to watch presentations and network with significant leaders and advocates throughout the Expo.



Wide angle of the Expo floor, with various exhibitor booths displaying equipment, and attendees looking around the booths.

## WHAT'S ON AT THE ATSNZ DISABILITY EXPO

Showcasing your business to a large audience in a short space of time.

The ATSNZ Disability Expo will offer an exciting clinical series for Allied Health Professionals (AHPs), including a range of international and local speakers.

This program is designed to attract clinicians to the event and will be a key element over the two days. These seminars are structured to leave plenty of time for AHPs to spend time on the exhibition floor.

## KEY INFORMATION

- **Pack in:** Tuesday 5 November 2024.
- **Event Days:** Wednesday 6 – Thursday 7 November 2024.
- **Pack out:** 3pm Thursday 7 November 2024.
- **Venue:** Due Drop Events Centre, Manukau City, Auckland.
- Industry Networking Function on Wednesday 6 November 2024.
- Easy mobility access & free parking for all.
- Free Professional Seminar Series.
- Free hot drink or water on arrival for pre-registered attendees.
- New floorplan layout.



Expo attendee in a wheelchair having a discussion with an exhibitor, also in a wheelchair.

# Invest & Book Your Space

We want the ATSNZ Disability Expo to be accessible for everyone, so as an exhibitor you will receive:

- your organisation's profile on the ATSNZ Disability Expo website,
- your organisation's profile in the exhibition program,
- print and digital promotional material for your organisation to use to invite your clients to come and view the Expo,
- an invitation to the Industry Networking Function,
- personalised lead scanning app,
- exhibitor portal,
- the chance to feature in the monthly newsletter to past attendees and stakeholders,
- opportunity to provide a 5 minute exhibition showcase, on the demonstration stage, in the cafeteria area,
- access to the Have A Go area, where you can demonstrate your products or allow attendees to test your products in a safe environment.

## Stand Options (prices excluding GST)

Size	Shell Scheme		Space Only		Trestle Table	
	Member	Non-Member	Member	Non-Member	Member	Non-Member
2m x 2m	\$901.00	\$1,060.00				
3m x 3m	\$2,027.25	\$2,385.00				
3m x 6m*	\$4,054.50	\$4,770.00				
3m x 9m*	\$6,081.75	\$7,155.00				
3m x 12m*			\$7,191.00	\$8,460.00		
6m x 9m			\$10,786.50	\$12,690.00		
9m x 9m			\$16,179.75	\$19,039.00		
Trestle Table					\$425.00	\$500.00

\*Made up of multiple 3m x 3m booth spaces

- **Shell Scheme includes:**
  - Velcro-receptive panel walls.
  - 1x 10 amp 4-way power supply per stand.
  - 2x 150-watt spotlights per stand.
  - Standard company name signage.
  - 1x trestle table.
  - 2x padded stacker chairs.
- **Space Only includes:**
  - Power.
- **Trestle Table includes:**
  - 1x 10 amp 4-way power supply per stand.
  - 2x 150-watt spotlights per stand.
  - Standard company name signage.
  - 1x trestle table.
  - 2x padded stacker chairs.
  - 1.2m Velcro receptive panel backboard.

**Want a  
15% Discount  
on your booth -  
Become a member  
of ATSNZ!**

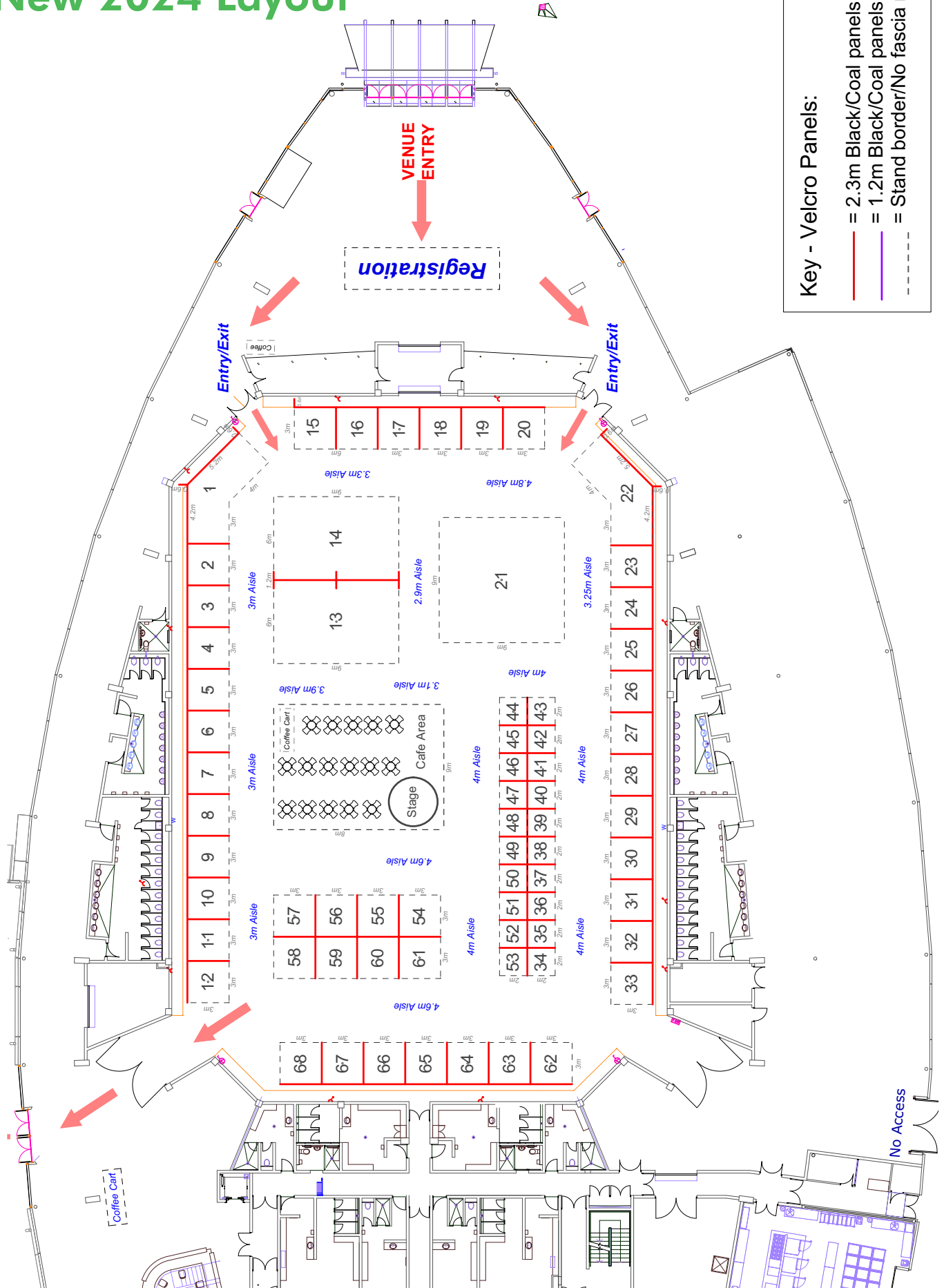
You'll also benefit from the increasing influence and voice which ATSNZ is gaining for Rehabilitation Equipment Suppliers and Manufacturers and much more.

Read more and join here >  
<http://atsnz.org.nz/services/>

**Contact us using the details below to secure your space**

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# Exhibition Floorplan New 2024 Layout



**Key - Velcro Panels:**

- = 2.3m Black/Coal panels
- = 1.2m Black/Coal panels
- - - = Stand border/No fascia rails

# Exhibitor Terms and Conditions

By confirming your exhibition at the ATSNZ Disability Expo and paying a fee (Exhibition Fee), you (the Exhibitor) are entering into an Agreement with the ATSNZ Disability Expo and agree to the following terms and conditions:

## General Terms and Conditions

### 1. Confirmation of Exhibition

1.1 All Bookings must be made using the ATSNZ Disability Expo Confirmation Form and will be confirmed within 3 business days via a confirmation e-mail.

1.2 Subletting of space will not be permitted.

1.3 The Organising Committee reserves the right of refusal of any application.

### 2. Payment Terms

2.1 The full or partial cost of exhibiting will be invoiced once the confirmation form is received.

2.2 A 50% payment is required 10 days from the date on the invoice. Full payment is required by 1 July 2024. Exhibitors may be refused entry to the Expo if funds are not received by the Expo Pack-in Day.

2.3 The Exhibitor entitlements begin once the deposit payment is received.

2.4 All monies are to be paid in New Zealand dollars (NZ\$).

2.5 If payment is not received by the due dates, the Exhibition space may be cancelled, and the Exhibitor will be liable to pay penalty interest of 4.5% per calendar month. The Exhibitor will also indemnify the Organising Committee from and against all legal costs and disbursements for collection of outstanding debt calculated by a solicitor, including all debt collections costs.

2.6 The Exhibitor Fee does not include insurance, cleaning, loading and handling of equipment, staff, telephones, exhibit equipment, or company advertising or promotional material.

### 3 Cancellations

3.1 All cancellations must be submitted in writing and sent to Marleen Goedhart at [events@iconevents.co.nz](mailto:events@iconevents.co.nz)

3.2 No refunds are granted after 1 June 2024

3.3 In the event of an Act of God, natural disaster, fire, rain, wind, storm, pandemic, or any other unforeseen event or catastrophe, the Organising Committee will work with you to transfer your sponsorship to the following years event, or to calculate a refund of all/partial funds where available. All refunds are at the discretion of the Organising Committee.

### 4. Organising Committee's Right of Termination

4.1 The Organising Committee shall have absolute discretion to give notice in writing to cancel the Expo and/or to terminate the Exhibition.

Where the Expo is cancelled the Organising Committee shall not be liable whatsoever for any expenditure or liability for loss, including consequential loss, incurred by the Exhibitor.

### 5. Liability and Insurance

5.1 By completing and submitting the confirmation form, the Exhibitor agrees to indemnify and hold harmless the Organising Committee from all claims, demands, damages, and liability of any kind, including loss, damage or destruction of property, breach of contract, injury, negligence, abuse or wilful misconduct on the part of any party.

5.2 Neither the Organising Committee nor the Expo provides insurance for the benefit of Exhibitors. Exhibitors who wish to carry insurance on their property or for any other purpose must do so at their own expense.

### 6. Privacy

6.1 The Organising Committee will comply with the Privacy Act 1993. In the course of this Agreement the Organising Committee may collect personal information. Information collected will only be used for the purposes of conducting the Expo or for communicating with attendees after the Expo has concluded (where communications are by electronic means the Organising Committee will only communicate with those persons who have consented to receiving commercial electronic messages from the Organising Committee).

6.2 Personal information will only be kept for as long as it is required to conduct Expo business. We will only pass your information to official third-party contractors, Expo attendees and the Organising Committee for the purpose of assisting you with your Exhibition participation. We take all reasonable steps to ensure that information (including personal information) collected by the Organising Committee is securely stored and protected.

6.3 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 the Organising Committee at the address provided at the front of this Agreement.

### 7. General

7.1 These terms and conditions are governed by the laws of New Zealand.

7.2 Alterations to terms and conditions. The Organising Committee reserves the right to alter these terms and conditions at any time and for any reason. Written advice regarding any change, will be advised prior to the alteration to allow the vendor to opt out.

7.3 The Organising Committee may at any time in the interests of the good management or safety of the Expo, introduce further Terms and Conditions to this Agreement as they may, in their discretion think fit.

7.4 If any part of this Agreement is found to be invalid or of no force or effect under the law, the Agreement shall be construed as though such part had not been inserted herein, and the remainder of this Agreement shall remain in full force and effect.

7.5 The description headings to these Terms and Conditions are merely for reference and do not form part of the Agreement between parties.

# Exhibitor Terms and Conditions

## 8. Allocation of Booths

8.1 Booths will be allocated on a 'first come, first served' basis.

8.2 The Organising Committee reserves the right to amend the floorplan or alter the exact location of the booths within the floorplan. To accommodate sales, the Organising Committee will endeavour to consult with the Exhibitors who are directly affected whenever possible, and the Exhibitor undertakes to agree to such alteration(s).

## 9. Pack IN and Pack OUT

9.1 Pack IN: 1.00pm – 5.00pm, Tuesday 5 November 2024. Due to Health and Safety requirements Exhibitors will not be granted access to the exhibition area prior to this time.

9.2 Pack OUT: From 3pm (once the last seminar session has commenced), Thursday 7 November 2024.

You may not dismantle your booth until after the Expo closes; Exhibitors must not disrupt the Expo by dismantling early.

## 10. Exhibitor Obligations

10.1 It is the Exhibitor's responsibility to educate attendees about the industry/product/service they represent in the most positive, competent, articulate, and professional manner possible. Business casual attire is appropriate (we recommend wearing comfortable shoes).

10.2 Alcohol, illegal drugs, smoking, disruptive and/or disrespectful behaviour is prohibited.

10.3 Registration: All Exhibition staff must register to attend the Expo. Non registered staff may be refused entry to the Expo.

10.4 No "Booth Buddies": Booth Buddies are people (family, friends, business partners, colleagues, associates, etc.) who are not signed up to exhibit at the Expo but base themselves at or near the Exhibitor's booth with the intention of selling products or services. Booth Buddies are not permitted at the event.

10.5 General: The Exhibitor must ensure that:

(a) the booth is fully staffed and continually kept open throughout the course of the Expo hours;

(b) walkways are kept clear at all times;

(c) the space is kept clean and tidy and free from rubbish at all times;

(d) business is conducted in an appropriate manner from the booth considering the Venue, Organising Committee, other Exhibitors and visitors.

10.6 Arrangement of displays: The Exhibitor is required to arrange their displays so as to not obstruct the general view or conceal other exhibits. No signs or banners are to be placed outside of the booth assigned to each Exhibitor.

10.7 Disturbance: Loudspeakers, radios, televisions, Wi-Fi broadcast equipment or the operation of any machinery or equipment which is of sufficient volume to be distracting to neighbouring Exhibitors or Expo attendees are not permitted. Public address systems used to attract the attention of visitors passing near the Exhibitor's booth are also not permitted.

10.8 Displaying Products: If the Exhibitor is displaying products or any material which is determined, in the Organising Committee's discretion, to be inappropriate, including, for example, materials that are offensive, disparaging or discriminatory, they will be asked to remove such products or exhibits.

10.9 Materials and Packing: All materials used in the exhibition must be non-flammable and non-conforming materials must be removed immediately from the Venue. All packing containers are to be removed from the exhibition floor.

10.10 Couriers and transportation of equipment etc. The Exhibitor is responsible for arranging couriers and transportation of exhibition equipment and exhibits to and from the Expo.

10.11 Responsibility for loss/damage if caused: The Exhibitor will be solely responsible for the cost of remedying any damage and repairs how ever caused to the venue carpet, walls, floor and all property damaged or destroyed by an Exhibitor must be replaced to its original condition at the expense of the Exhibitor.

## 11. Health & Safety Obligations

11.1 All exhibitions must meet the current Health & Safety at Work Act 2015.

11.2 Exhibitors must, at all times, comply with the Venue's regulations and policies including for example a strict no smoking rule and any other laws applying to the venue.

11.3 The Exhibitor will abide by, and notify its employees, agents, contractors, subcontractors, invitees and licensees of the Venue's health and safety plans. Exhibitors must comply with all reasonable directions of the Venue Operator.

11.4 The Exhibitor shall not bring into the Venue any dangerous goods, except with the prior written approval of the Organising Committee. The Exhibitor shall at all times comply with all statutory requirements as to safety, including without limiting the generality of the foregoing, the storage and handling of dangerous goods. All exhibits must be properly protected to avoid danger to any person.

## 12. Failure to Perform

12.1 In the event of the Exhibitor being unable or unwilling to comply with or otherwise breaching this Agreement, the Organising Committee may terminate the Agreement by giving notice in writing. Thereafter, the Organising Committee may retain any payment made by the Exhibitor under this Agreement as liquidated damages and the Exhibitor shall be prohibited from occupying the booth and shall immediately remove their exhibits from the Expo, in accordance with the Organising Committee's instructions, provided that the Organising Committee may remove such exhibits and despatch them to the Exhibitor's address as stated on this Agreement. The Organising Committee shall be under no liability for the loss or damage of such exhibits in transit and the cost of such removal and despatch shall become a debt due by the Exhibitor to the Organising Committee.

## 13. Security

13.1 The building will be locked overnight when the building is unattended.

13.2 The Exhibitor is responsible for its own property: The property of the Exhibitor is deemed to be under its custody, control, and oversight at all times, including in transit to and from the Expo and within the confines of its booth. The booth, materials, displays and equipment should not be left unattended at any time. The Exhibitor is wholly responsible for the security of its materials during set up, Expo hours and pack out/ dismantling.

## ACCEPTANCE

The Exhibitor has read the terms and conditions and understands that this Agreement is legally binding between the Organising Committee and the Exhibitor.



# ATSNZ Disability Expo

## Application Form

By completing and returning this form, you are agreeing to the Terms and Conditions to participate and exhibit at the ATSNZ Disability Expo 2024.

Please email your completed form to [events@iconevents.co.nz](mailto:events@iconevents.co.nz)

Organisation: \_\_\_\_\_ ATSNZ Member:  Yes  No

Exhibition booth name (Fascia): \_\_\_\_\_

Main point of contact: \_\_\_\_\_

Job Title: \_\_\_\_\_

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

Landline: \_\_\_\_\_ Mobile: \_\_\_\_\_

Additional contacts (Name and email): \_\_\_\_\_

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

### PLEASE CONFIRM MY BOOKING FOR:

#### Shell Scheme

- 2m x 2m
- 3m x 3m
- 3m x 6m
- 3m x 9m

#### Space Only

- 3m x 12m
- 6m x 9m
- 9m x 9m
- Trestle Table**

#### Additional Opportunities

- A5 ad in the expo booklet** in full colour – artwork to be provided by the exhibitor prior to the expo \$400 plus GST
- I am interested in doing a **5 minute exhibition showcase**, on the demonstration stage, in the cafeteria area
- Other** Please specify \_\_\_\_\_

### PAYMENT METHOD:

- Invoice
- Credit card

### INVOICE VALUE:

- 100% Full Invoice
- 50% Deposit Invoice

### INVOICE

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

City: \_\_\_\_\_

Country: \_\_\_\_\_

Purchase Order (If required): \_\_\_\_\_

### CREDIT CARD

We will contact you by phone for your credit card details.

### SIGNED ON BEHALF OF COMPANY

Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

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

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



High angle image of the Expo floor including the cafe, power wheelchairs on display and people mingling.