

# PERTH BOAT SHOW

PRESENTED BY



15-17 SEPTEMBER  
PROSPECTUS 2023





## Perth's big boat show is back!

The Club Marine Perth Boat Show has been held at Perth Convention and Exhibition Centre since 2017. The event is scheduled for the weekend of 15-17 September 2023. The new design layout will include indoor displays within PCEC and Elizabeth Quay.

The Show is presented by the Boating Industry Association of WA and is designed as an avenue for boating manufacturers to present new models to the West Australian market. The Perth Boat Show promotes the amazing boating lifestyle in Western Australia by equipping visitors with everything they need to get in to boating, with the latest boating and fishing information and advice, interactive activities for all ages, demonstrations from experts, the opportunity to do their recreational skipper's ticket test at the Show, plus advice on travel and destinations.

The BIAWA is extremely pleased to again be able to offer Elizabeth Quay as an option for displays and demonstrations, and we look forward to this being a great enhancement to the event. Please enquire about access to water berths. The Show is expected to attract up to 15,000 people across the weekend.

Highlights to include:

- New on-water boat displays.
- Water ski and wakeboard demos and activities.
- Free activity within Elizabeth Quay including Discover Sailing activity for kids.
- Displays within PCEC.
- Government zone with advice and information on fishing, towing, boat safety, training, skills, and workshops.
- Skipper's Ticket information and testing.
- City Toyota Fishing Zone with huge displays of fishing tackle and plenty of Show Special prices.
- Engel Aquatank Fishing Stage with special guest presenters.
- Fish filleting and cooking demos.
- Kids Casting competition and plenty of fun for kids.
- Travel information.
- Show prizes and giveaways.

The 2023 Club Marine Perth Boat Show will be promoted nationally and will attract visitors who are ready to discover the West Australian coastline and waterways. More information can be found at [perthboatshow.com.au](http://perthboatshow.com.au)

## Invitation to exhibit.

Manufacturers, dealers, retailers and government agencies are invited to exhibit at the 2023 Club Marine Perth Boat Show. There will be three types of exhibition areas within the Show.

### New BIA Member Packages

In recognition to loyal BIA Members we have introduced tiered pricing structures, see the price chart within this prospectus.

### New Floor Space Displays

Floor space displays will be available within the convention centre pavilions. Ideal for trailerable boats and larger corporate displays. Refer to the Show layout for stand sizes and placement. New this year, to improve your display, we have introduced in the rates a lighting banner hang package. The value of which is dependent on your display size.

### On Water Berths

On water demonstration area available, please contact show management for details.

### Shell Scheme Booths

Booths come as a standard package with walls, a 4 amp power outlet, fascia sign and two spotlights.

Please note that only new boats may be exhibited at the Show.

### Boat Show Opening Times

Friday	15 September 2023 9am to 5pm
Saturday	16 September 2023 9am to 5pm
Sunday	17 September 2023 9am to 5pm

### Move in

Tuesday	12 September 2023 8am to 6pm
Wednesday	13 September 2023 8am to 6pm
Thursday	14 September 2023 8am to 6pm

A move in schedule will be sent out to all exhibitors closer to the show. Your move in time must be adhered to.

### Move out

Sunday	17 September 2023 5:30pm to 8pm
Monday	18 September 2023 7am to 5pm
Tuesday	29 September 2023 7am to 5pm

Security inside the convention centre will be in place from the beginning of move in. On water security will be in place from 6pm on the Tuesday of move in.





## Exhibition rates.

**Floor Space Rates;** Floor space rates will offer carpet as standard, the colour of the carpet is Blueberry. If you do not require carpet for your floor space - floor space will be at less \$5 sqm. If you require a different colour then charges will apply. Please contact Perth Expo Hire direct for pricing and choice of colour for carpet or flooring options.

**Lighting Banner Package;** This year will also include options on lighting and a banner hang. These options are being offered as part of the floor space rate to help with the look of the show. The value of the options available for your booking are dependent on the size of your stand, please enquire at the time of booking what your space includes.

Public Liability Insurance - A charge of \$150 plus GST for cover under our public liability insurance will be added to your balance invoice if a copy of your public liability insurance is not received at the time of the balance invoices being issued. All rates are plus administration (\$200) and GST.

### Floor Space

BIA WA Membership Status	0-50sqm of floor space	51 – 150sqm of floor space	151 – 399sqm of floor space	Over 400sqm of floor space
Member for 1 year or less	\$122	\$111	\$97	\$83
Member for 2 years or less	\$113	\$102	\$89	\$77
Member for 3 years or less	\$104	\$93	\$82	\$70
Member for 4 years and over	\$95	\$84	\$74	\$63
Non BIA WA Membership	\$130	\$125	\$115	\$95

Pricing shown is a per square meter rate. All pricing is plus \$200 administration fee and GST.

### Booth Space

BIA WA Membership Status	3x3 (9sqm) Booth	6x3 (18sqm) Booth	9x3 (27sqm) Booth	12x3 (36sqm) Booth
Member for 1 year or less	\$ 2847	\$4184	\$5162	\$6330
Member for 2 years or less	\$2697	\$3964	\$4890	\$5997
Member for 3 years or less	\$2547	\$3744	\$4618	\$5664
Member for 4 years and over	\$2397	\$3524	\$4347	\$5331
Non BIA WA Membership	\$2997	\$4405	\$5434	\$6664

All pricing is plus \$200 administration fee and GST



## How to book.

To reserve your exhibition site:

- Complete the attached Application to Exhibit form on the next page.
- Attach payment for 50% of the total space cost plus the \$200 admin fee, plus GST. Please note Credit Card payments incur a 1% plus GST surcharge.
- Forward your Application to Exhibit form, a copy of your Public Liability Insurance and payment to Premiere Events, Unit 2/92 Frobisher St, Osborne Park, WA 6017 or email to [bookings@premevents.com.au](mailto:bookings@premevents.com.au)

### Important Booking Information

- Late payments will incur a 10% surcharge.
- Bookings without a deposit will not be accepted.*
- You will receive an invoice for your remaining balance in late July which is payable on or before 1st August 2023. If you have not paid by this date you will not be given exhibitor passes and access to the Show grounds to setup will be restricted.
- A one-off charge of \$150+GST for cover under our public liability insurance will be added to your balance invoice if a copy of your public liability insurance is not received at the time of the balance invoices being issued. If you do have your own cover please forward a copy with your booking. Your policy must clearly state that you are covered for the Show duration including move in and out.

## APPLICATION TO EXHIBIT.

Company Name (for invoicing)..... ABN.....

Stand Name (for promotional purposes).....

Please ensure that spacing and capitalisation of stand name is correct, as this is what will be displayed in promotional materials. Also note that the below details will be listed in promotional material including a show program (if applicable) so please ensure that the contact details are correct for your company.

Address.....Postcode.....

Phone.....Fax.....Email.....

Contact Person.....Mobile.....

Signature of Responsible Officer.....Date.....

Please print name/position.....

In signing this form we accept the rules and regulations of the 2023 Club Marine Perth Boat Show as contained in the terms & conditions at the back of this prospectus. We also agree to fully pay for our space by 1st August 2023. Applications will be dealt with in order of receipt. Please be aware that due to demand we may not be able to fulfill your space request.

### Exhibitor category

Primary Category (required).....

For marketing purposes please select **ONE** category from the list below which best describes your company

Secondary Categories (optional) (Secondary categories will be used where possible, in addition to your primary category)

Boat Accessories	Engines	Electronics	Big Boats	Trailer Boats	Travel
Canoes/Kayaks	Motor Yachts	Sailing Yachts	Jet Skis	Accessories	Clothing
Fishing	Diving	Tenders	Other.....		

### Calculating your space cost:

#### Floor Space Site Preference

Please refer to site plan and state your preferred site number/s in the boxes above.

1	2	3	4		
Total m <sup>2</sup>		@	\$/m <sup>2</sup>	=	\$
					Floor space subtotal

#### Booth Site Preference

Please refer to site plan and state your preferred site number/s in the boxes above.

1	2	3	4		
Total m <sup>2</sup>		@	\$/m <sup>2</sup>	=	\$
					Booth subtotal

#### Water Berth Berth Preference

Please refer to site plan and state your preferred site number/s in the boxes above.

1	2	3	4		
Total m <sup>2</sup>		@	\$/m <sup>2</sup>	=	\$
					Water subtotal

NOTE: If a copy of your Public Liability Insurance is not provided at the time of booking, you will be charged \$150 (+GST) to be covered under our policy. Your space will not be confirmed until payment is received.

### Payment options

#### Direct Deposit

I/we have direct deposited the amount of \$.....to your nominated bank account.

**Account name** Perth International Boat Show **BSB** 086 131 **Account number** 30 363 2312

These funds have been directly deposited on \_\_\_ / \_\_\_ / \_\_\_ from the account in the name of .....

#### Credit Card

Please note credit card payments incur a 1% plus GST surcharge.

Card No. .... Exp. Date .....

Amount to be charged to credit card: \$..... Credit Card: Visa Mastercard (Amex & Diners not accepted)

Cardholder's Name:..... Card holders signature.....  
(As appears on card)

Please email booking form  
with attachments to:

[bookings@premevents.com.au](mailto:bookings@premevents.com.au)



## Additional Costs.

### Flooring

All floor space displays within the convention centre pavilions require suitable flooring.

### Walling and Carpeting

Carpet will be supplied for floor space displays, carpet colour will be blueberry. Other options are available, however charges will apply.

Walling does not come as standard for your display. For pricing and options please contact Perth Expo Hire. If you would like to approach exhibitors who adjoin your stand to share in the pricing please contact Premiere Events.

### Furniture Hire/Stand Builds

Perth Expo Hire can assist with your furniture requirements. They can also put together a stand build package for you.

### Electricity

Electricity can be ordered for your stand, 10amp, 15amp and 3phase is available depending on your requirements. Shell scheme booths already come with a 4amp power outlet, additional power over this amount will have to be booked. Power bookings will be made through Perth Expo Hire from this year.

### Car Parking

There will be a charge for pre-purchased car park tickets. If pre-purchased tickets are not purchased by the deadline of a month prior to the Show, then the daily carpark rate will apply. Please be aware that parking is extremely limited on weekdays.

### Passes

Additional exhibitor passes if required.

## Supplier contacts.

### Marquee Hire

Reeces Hire 08 9378 4711  
(Preferred Supplier)

### Furniture Hire

Perth Expo Hire 08 9475 2022

### Stand Design

Perth Expo Hire 08 9475 2022  
Galaxy Displays 08 9434 6222  
Mr Pot Plants 0421 698 890

### Carpeting and Walling

Perth Expo Hire 08 9475 2022

### Staging

Stage and Studio 08 9227 9932  
Clifton Productions 08 9338 0342

### Hotels within walking distance:

Adina Apartment Hotel  
Parmelia Hilton  
Holiday Inn City Centre Perth  
Como – The Treasury

### Apartments:

Mounts Bay is home to many 2 & 3 bed apartments suitable for a weekend stay and is approx. 5 mins walk from the Perth Convention and Exhibition Centre.

## Exhibitor passes.

Each exhibitor will receive an allocation of complimentary exhibitor passes depending on the size of their stand. These passes are for staff members working at the Show. The allocation is as follows:

Up to 18m <sup>2</sup>	x 2 passes
19m – 49m <sup>2</sup>	x 4 passes
50m – 99m <sup>2</sup>	x 5 passes
100m – 149m <sup>2</sup>	x 6 passes
150m – 249m <sup>2</sup>	x 7 passes
250m – 300m <sup>2</sup>	x 8 passes
Every 50m <sup>2</sup> over 300m <sup>2</sup> and up to 500m <sup>2</sup> = 1 additional pass.	

Water Berth Bookings x 3 passes per boat up to three boats.  
Exhibitors who have both on land and water berth bookings will be allocated complimentary passes according to their hardstand size only.

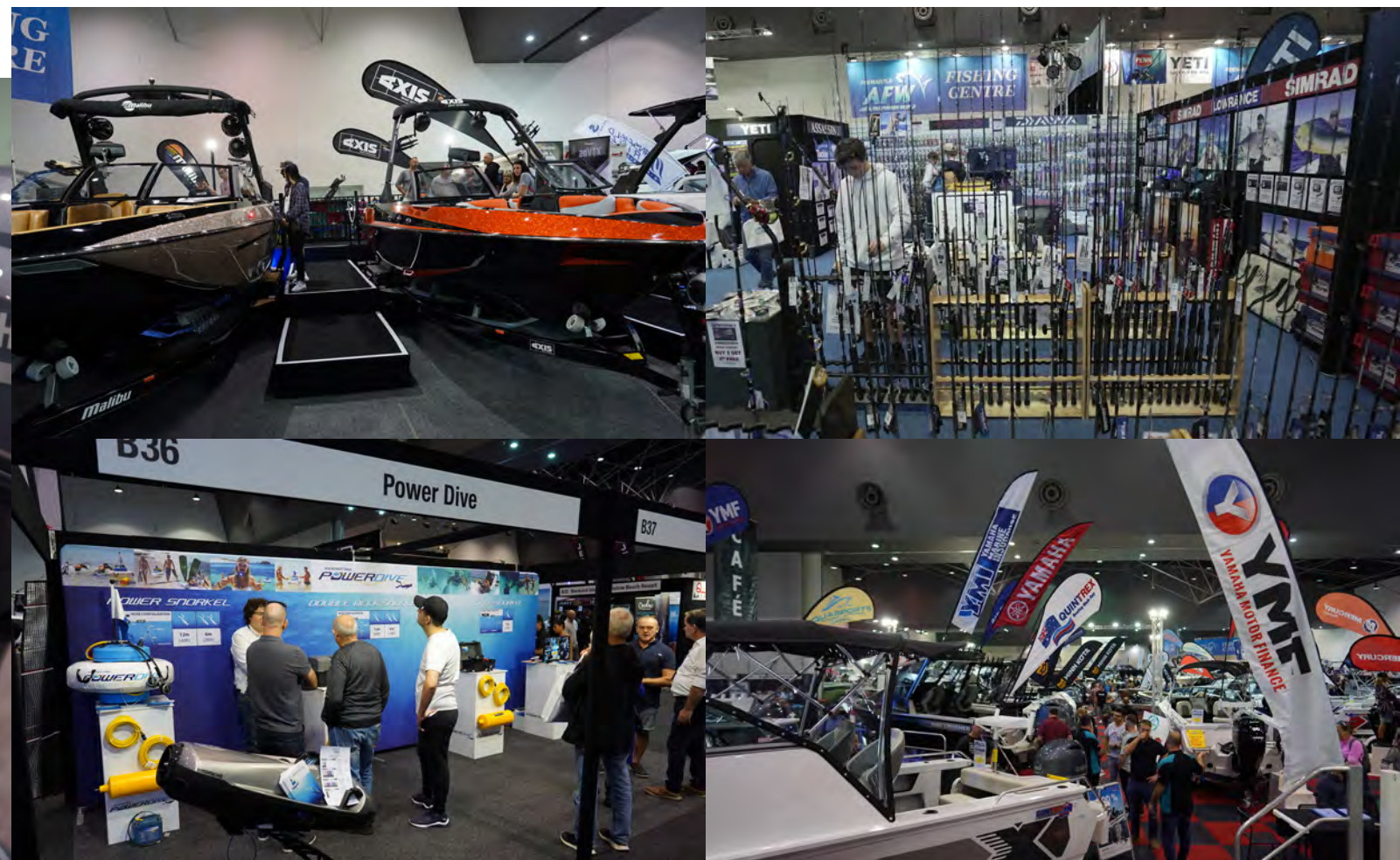
Notes on exhibitor passes:

- Additional exhibitor passes may be pre-purchased at \$12 each. (note that there is a cut off time for pre-purchasing additional exhibitor passes)
- Additional exhibitor passes can be pre-purchased up to 7days prior to the first day of the show.
- Allocated and pre-purchase exhibitor passes are valid for all days of the show.
- After the deadline only single day passes can be purchased through the onsite show office at a cost of \$12 per pass per day.



## Exhibitors please note.

- Public Liability Insurance - A charge of \$150+GST for cover under our public liability insurance will be added to your balance invoice if a copy of your public liability insurance is not received at the time of the balance invoices being issued. If you do have your own cover please feel free to forward a copy with your booking. Your policy must clearly state that you are covered for the Show duration including move in and out.
- All accounts must be paid in full on or before the 1st August 2023. Passes will not be issued until payment is received in full.
- Security is provided throughout the Show, however, please be aware that all goods are displayed at your own risk and must be adequately insured.
- Exhibitor Pass requirements must be submitted at least 7 days prior to the start of the show and will only be available for collection on the receipt of full payment for your space.
- Marquees: please note that due to health and safety regulations, all marquees must be installed by our preferred supplier Reeces Hire. This is to ensure that all standards and legal requirements as set by the City of Perth are adhered to. The installation of a marquee by any other company will not be accepted. Steps and Staging must have appropriate hand rails in accordance with council regulations – please see terms and conditions.
- All exhibits must be in place by 6pm on the Thursday before the start of the Show. No vehicle access will be allowed into the site after this time.
- No BYO alcohol due to one licensing regulations at Perth Convention and Exhibition Centre.
- Freight Forwarding – Please ensure that you are on site to receive and send your goods to and from the Show. On site Event Staff or staff from the Perth Convention and Exhibition Centre WILL NOT BE RESPONSIBLE for the receipt of any goods.
- All stands must be manned until the close of each Show day.
- A move in schedule for the Show will be sent out with the exhibitor information. Please ensure that you are aware of your move in time.
- Exhibitor functions or early entry to the venues for boat cleaners and detailers must be advised to boat show management prior to the start of the Show. This information must be lodged with our security for access to be granted.
- Cancellation of space – Please see terms and conditions.
- Applications will be dealt with strictly in order of receipt.
- If you will be conducting demonstrations of your product on your stand please read our terms and conditions located in the back this prospectus.
- Space bookings will be confirmed upon receipt of a completed booking form and payment.







# Exhibitor safety.

The Exhibitor Safety Rules have been prepared to advise you of the safety precautions which have been put in place for the safety of all staff, volunteers, exhibitors and members of the public. Please read and disseminate this information to all those who will be assisting you with your display.

**PLEASE NOTE:** In signing the Application to Exhibit form you acknowledge that you have read and understood the below and have informed your staff of the safety requirements for the Show.

### Hazard Identification

Hazard identification is the responsibility of all staff, volunteers and exhibitors. Please report any hazards to the boat show office immediately.

### First Aid

A first aid post will be located in a dedicated first aid room within the Perth Convention and Exhibition Centre. During move-in and move-out trained first aid staff will be on site. First aid kits will be located at the boat show office and main ticket box. In the event of injury please make your way to, or contact, the boat show office. Please ensure that you and your staff are familiar with the location of the first aid post and boat show office.

### Fire

In the event of a fire please phone 000 immediately and report the fire, then inform the boat show office.

### Electrical Safety

Please read the electrical safety rules on the Electrical Bookings form and ensure that you and your staff are familiar with them.

### Lost Children

Lost children should be accompanied to the boat show office where they can await collection by their parents.

### Structural Safety

All marquees and staging at the Show must comply with Australian Standards. Please check that your marquee complies with them. Marquees exceeding 50m<sup>2</sup> must be certified by a qualified structural engineer. Copies of this certification must be sent to Premiere Events prior to the Show. If you have a stand build for your display, the stand design must be approved by the venue.

### Trip Hazards

Exhibitors and caterers must ensure that walkways and paths (including those within their display) are clear and safe. Any potential hazards not within your control should be reported immediately to the boat show office.

### Alcohol

BYO alcohol is not permitted within the Show under the licensing laws of Perth Convention and Exhibition Centre. Any BYO alcohol will be confiscated.

### Safety Vests

Safety vests must be worn for the move in and out at all times. No Children are allowed on site during move in and move out.

### Evacuation

In the event of evacuation you will be advised over the public address system of the reason for the evacuation, the area to be evacuated, the nominated exit point and the gathering or muster point. If the evacuation is not in response to an immediate and dangerous threat you will also be advised of procedures for re-entering the Show.

### Show Closure

In the event of an extreme weather warning from the Bureau of Meteorology or a threat posing significant danger to exhibitors and the public, the organisers will close the Show until it is safe to return to the venue.

### Risk Management Plan

A full copy of the event Risk Management Plan can be viewed at the boat show office.

# Move-In.

### Hardstand and Marquee Exhibitors

A move in schedule will be issued to all exhibitors as part of the exhibitor information. This schedule will be set out as such to alleviate any congestion in the Show grounds during the set-up of the Show. Please make sure that you adhere to the plan. If you have any special requirements with regards to move in or out please contact event management staff.

### Water Berth Exhibitors

A schedule will be sent out to you outlining your arrival time and day.

# Move-Out.

### Floor space and Booth Exhibitors

Move out will begin at 4:30pm on the final day of the Show. Move out passes will be issued to exhibitors towing boats. Please ensure that you order your move out passes in advance through the form in the exhibitors kit.

### Water Berth Exhibitors

A schedule will be sent out to you outlining your move out time and day.

Please note that there is **NO ONSITE STORAGE**. All trailers, pallets and boxes must be taken off site for the duration of the Show. If you have goods that need to be stored during the Show, you will need to source your own storage facility.

# Terms and Conditions.

### GENERAL

The exhibitor shall indemnify and keep the organisers indemnified against all losses, claims, demands, actions, proceedings, damages, costs or expenses or other liability arising in any way from the use of the site by the exhibitor except to the extent that the same is caused or contributed to by the negligence of the organisers.

### BOOKING OF SPACE

All space bookings must be in writing with a booking form completed and sent in to the Premiere Events office. It is the exhibitor's responsibility to make sure that the booking has been placed and received by the show organisers. Once booked in exhibitors will receive a confirmation email with their invoice. If you do not receive an email from Premiere Event please contact us direct to ensure that the booking has been placed.

### DEPOSIT/ PAYMENTS

A 50% Deposit is required to confirm a site booking and final payment must be received in full no later than the payment deadline. Failure to remit final payment by the due date could result in your site being sold or discounted to another exhibitor with the full price still payable by yourselves. A late penalty fee of 10% of the total site cost will be imposed for late payments.

### PAYMENT OF BOOKING

Full payment of your booking must be made by the exhibiting company no later than the payment deadline. Failure of payment by this date will result in cancellation of space. Please see Cancellation of Space, for refund policy.

### EXHIBITOR PASSES

Exhibitor passes are issued to each company for staff members working during the show only. They are not to be given to any other persons to gain access to the show. Show management reserves the right to take exhibitor passes off any persons found to be wearing them who are not working at the show and charge the exhibitor for entry to the show accordingly. The show makes available presale tickets to the exhibitor at a discounted price. These tickets can be purchased through the online ordering system in advance of the show.

### LEGAL REQUIREMENTS

Exhibitors must comply with all applicable laws, industrial agreements, industrial awards, occupational health and safety and consumer protection practices.

### INSURANCE

If providing your own coverage, the Exhibitor must produce to the organisers a certificate of currency of public liability insurance police with coverage of Ten Million Australia dollars (AUD\$10,000,000) endorsed for the show duration including move in and move out. The Exhibitor shall be responsible for the insurance of all property brought by the Exhibitor onto the Show Site. The Exhibitor must hold adequate workers compensation coverage for staff working on stands. Where a supplier to an Exhibitor is displaying on the site with the Exhibitor, they must also send through a copy of their public liability insurance to Premiere Events. If this is not received then the Exhibitor will be held liable for any claims that may arise on their site.

### CONDUCT OF EXHIBITOR

The Exhibitor shall ensure that their stand is open to view and staffed by competent representatives during the official opening hours of the Show. The Exhibitor shall not exhibit its products or conduct its business from any other than their allocated space. The Exhibitor shall not conduct or permit to be conducted any auction, lottery, raffle, guessing competition, or other game of chance, whether for charity or otherwise, at the Show without written consent from the organisers. The Exhibitor shall ensure that the aisles, passageways and walkways on or adjacent to their space are kept completely free from obstruction during the Show. Sound levels caused by the Exhibitor's use of display equipment such as videos and televisions shall not be intrusive to other Exhibitors. The organisers reserve the right to terminate the use of such equipment on the basis of unacceptable sound levels. The Exhibitor shall not use individual public address systems in the Show site unless written permission has been obtained by the organisers. Where such permission is obtained the PA system must comply with the above noise levels. The Show PA system is for the notice of an Emergency Evacuation and as such shall not be tampered with at any stage, any exhibitor found to be tampering with the PA system and or equipment shall be liable for any damage or costs incurred.

### SITE MARK-OUT AND BOUNDARIES

All sites will be marked out and numbered prior to move-in. All exhibits must remain within their boundaries and displays are not to creep into walkways, aisles or other exhibits. Any exhibitor seen to be outside their boundary will be asked to reposition their display, however if the display does not fit within the space ordered a new site may be allocated with an additional charge being incurred. Failing this the exhibitor may be asked to remove items that clearly do not fit within their display area. Show management can ask an exhibitor to change the design of their stand if it is deemed that a line of sight through the show cannot be maintained.

### SUBLETTING OF STANDS

Subletting of stands is NOT permitted. The Show director reserves the right to remove any signage or display stock not considered as part of the range specified for display and normally sold by the exhibitor. Any person or persons seen selling separately to the site who hold the booking will be asked to leave the grounds immediately. Failure to do so will have both the sub lessor and the exhibitor removed without refund.

### RECEIPT OF BOOKED EQUIPMENT AND SERVICES

Exhibitors must notify the Show organisers before the conclusion of the Show if any pre-booked equipment or services (e.g. electrical bookings) have not been provided. Refunds will not be given for non-supply if notification is not made.

### ELECTRICAL INSTALLATION

All electrical work will be carried out by the Show's official electrical contractors.

### DISPUTES

Staff and Management of the Show will not involve themselves in disputes between Exhibitors.

### FOOD, DRINK, TOBACCO

The Exhibitor shall not sell, distribute or give away any item of food, drink or tobacco on the Show site without prior written consent of the organisers. No BYO alcohol is to be brought onto the site.

### STEPS AND STAGING

Any steps or landings that rise to 1m or more off the ground need to have continuous balustrades. This applies to platforms 1m high or more and steps that lead to a platform 1m high or more. Steps need to be between 280mm and 355mm and rises should be between 115mm and 180mm.

### MARQUEES

Marquees must be obtained through the preferred supplier for the Show. Marquees over 55sqm have to be certified structurally sound. In order that we can conform to the City's regulations a preferred supplier will be used. Installation of marquees other persons or companies will not be accepted.

### SELLING AND PRODUCTION LIMITATIONS

Exhibitors are to only sell products and services that are part of their everyday business.

### ALTERATIONS TO SPACE BY SHOW MANAGEMENT

The organisers reserve the right at any time to make such alterations to the space they consider necessary in the best interest of the show, including altering the size, shape or position of the space. Where possible Exhibitors will be informed of any changes ahead of the show.

### POSTPONEMENT, ABANDONMENT OR CANCELLATION

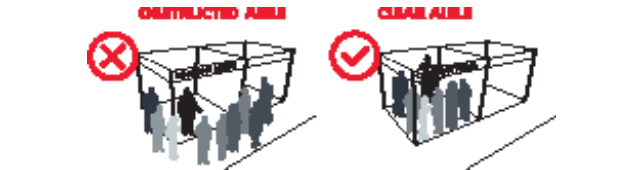
If, for any cause beyond the reasonable control of the organisers, the holding of the Show is postponed or abandoned or the Show site becomes wholly or partially unavailable for the holding of the Show, the organisers may at their discretion cancel the Show and return such portion of the sums paid to it by the exhibitor in respect of the Show as it shall determine. In any case, the organisers shall not be liable, and are hereby released from liability, for any damage, loss (including consequential) or expense incurred by the exhibitor as a result of the postponement, abandonment or cancellation.

### CANCELLATION OF SPACE

Cancellations must be advised in writing. If you cancel your space 72 days prior to the start of the show, you will receive a refund of monies paid less the applicable admin fee (plus GST) if the site is sold to another exhibitor for the same price or within 25% of the original price. Cancellations after the 72 day deadline will forfeit the deposit paid regardless of the site being sold to another exhibitor.

### SHOW PROGRAM

The official Show Program (if applicable) is printed in August. Any exhibitors who have not confirmed their booking by 31st July 2023 (or any new bookings made after this date) will not be listed in the Program.)







# PERTH BOAT SHOW

PRESENTED BY

