



**Caravan Industry**  
Association of Australia

Let's



2016 NATIONAL  
CONFERENCE

**11 - 13 May 2016**

**Jupiters Hotel and Casino, Gold Coast, QLD**





WELCOME



It is with great pleasure that I once again invite you to attend the **Caravan Industry Association of Australia National Conference**, back at the sensational Jupiters Hotel & Casino on the Gold Coast. This event now in its 21<sup>st</sup> year is firmly established as the premier national educational event for our industry and continues to grow from strength to strength.

Off the back of record levels of manufacturing, strong growth in caravan and campervan registrations and continued growth in both visitor nights and expenditure within the sector, we challenge us collectively to **Let's GO** see how we can all be the masters of our own destiny and continue to drive the industry forward into the future.

This year the National Conference falls just days after the announcement of the Federal Budget and will offer you an unrivalled opportunity to hear how this, and other Australian and Global issues, will impact you and your business.

The conference will also see the launch of the **Caravan Industry Association of Australia 2016 - 2019 Strategic Plan**, giving conference delegates the first opportunity to see how we plan to drive the industry forward. The event will showcase how we are working towards our new vision "To lead and champion a robust, compliant and sustainable caravanning and camping industry" and how you can ensure your business is able to capitalise on each of the programs being run by your national body.

We encourage you all to attend this sensational event and to participate in the many opportunities which this conference affords.

So **Let's GO** imagine what is possible and lead the industry towards these possibilities.

On behalf of the Caravan Industry Association of Australia Board and staff, I look forward to welcoming you to the Gold Coast in May.

Mark Lindsay  
**Chairman**  
Caravan Industry Association of Australia

## Principal Sponsor

Thank you to our Principal Sponsor



Dometic's world is the world of mobile living. Dometic develops and offer products and solutions that enrich people's experiences when away from home, be it in a motorhome or caravan, boat, truck or simply outdoors. Cooling and heating are essential in their offering through air conditioners, refrigerators, cookers, water heaters, furnaces or portable coolers for a wide variety of use.

They offer delivery from manufacturing plants close to their customers, and a global distribution and support network to take care of after-sales and service. The majority of their products are manufactured at their own production facilities in Asia Pacific, Europe and the U.S. Products are sold through multiple distribution channels under the following well established brands: Dometic, WAECO, Atwood, Aircommand, Marine Air, Cruisair, Condaria, SeaLand and Mobicool. These brands have a solid reputation and are recognised for their high quality.

Dometic focuses on introducing smart, innovative products with high user-friendliness and quality. As a result, they are the premier provider of mobile comfort products for the RV (Caravans and Motorhomes), Marine, Commercial & Passenger Vehicle markets in more than 100 countries around the world.

[www.dometicgroup.com](http://www.dometicgroup.com)



# Why attend the 2016 National Conference?

## Gain knowledge

No matter how experienced you are at business, everyone can learn. The educational component of this event can expose you to new ways or ideas for conducting your business and help you discover how you can improve your results.

- › Hear from leading business, political and economic speakers
- › Learn from industry peers with case studies and the insights they have gained through their businesses
- › Participate in stimulating breakout sessions focused on addressing specific issues of importance to industry businesses

*"I attend the National Conference to ensure I am up to date with industry news, initiatives and trends, so that I can bring this information back into my business and plan accordingly."*

Joanna Carr, Advantage Caravan Repairs

## Network with peers

This event provides unrivalled networking opportunities with other delegates from around Australia. Make new connections or catch up with existing colleagues. Enjoy the spark of inspiration that can come from an engaging conversation at one of the fantastic social events that make up the Caravan Industry Association of Australia National Conference.

*"The National Conference provides me with an opportunity to catch up with other dealers from around the country and to learn from their experiences."*

Josh Carnavas, Brisbane Camperland

## Encounter new products and suppliers

Discovering innovative products and services for your business is necessary to stay competitive in today's fast-paced world.

Speak to the exhibitors at the National Conference to learn about new products and services, to see what other industry businesses are doing, and to learn more about the current business climate.

*"Discussions with exhibitors at the National Conference saw our parks implement annual preventative maintenance programs ensuring savings in these businesses."*

Bronwyn Scholes, Yorke Peninsula Council

## Be Reinvigorated by the Energy of Like-Minded Individuals

There's nothing quite like being in a room of like-minded people who are all there for the same reason.

At the National Conference you will discover that you're not alone in wanting to improve your skills and bring something back to your organisation.

*"The National Conference provides me an opportunity to catch up with others in the industry, and I always return to my business full of new ideas and enthusiasm."*

Alex Christie, Christies Parksafe

## Have Fun

Being in business should be rewarding and fun, and all work and no play can get old fast. The National Conferences can add a layer of enjoyment to managing your career growth by mixing a social aspect into your learning and industry branding efforts.

Take an extra day at the beginning or end of the conference and bring your family to explore the sensational Gold Coast, or take advantage of a couple of the interesting workshops and site visits planned around the conference. Remember, never underestimate the power of a little fun mixed with some interesting people!

*"I find the National Conference is an excellent way to not only catch up with what is happening in the world around us, but to get inspiration on contemporary business and marketing ideas that we can implement into our business each year."*

Samantha Binns, Avida



We are pleased to welcome back the wonderful Jo Palmer as Conference MC

## National Industry Sponsors



2016 NATIONAL CONFERENCE



**David Galbally AM  
QC**

Partner - Madgwicks

David Galbally is a leading Australian QC and a Partner at Melbourne law firm, Madgwicks. His experience in the law stems

from acting as an advocate for companies and high profile individuals in the criminal, commercial and sporting law arenas, and he uses his expertise and experience to guide a number of large organisations at Board level on issues of corporate governance and risk management.

David at various times has represented Australia's leading sporting institutions including the Australian Football League and Cricket Australia, and is well known for his involvement in some of Australia's most high profile and complex corporate and criminal cases. Come and hear from one of Australia's great storytellers as he shares some of his experiences in some of the most interesting and well known legal cases in Australian history.



**Dr John Clarke**

Workplace Psychopaths

Dr John Clarke has a PhD in Psychology and consults for corporations experiencing problems with a suspected workplace psychopath.

As Australia's leading authority in the area, he knows how to identify the workplace psychopath and more importantly, how to deal with them once you know who they are. Come and listen at a special business breakfast in an engaging session on the workplace psychopath, and learn tricks of the trade in a follow up in-depth workshop on steps you can take within the workplace to better manage their influence on your business and other staff working within your business.



**Craig Rispin**

Business Futurist

Craig Rispin is a business futurist and innovation expert, his expertise being in emerging business, people and technology trends, and most

importantly, how you can profit from them.

In 2008 Craig wowed conference delegates when he introduced a tablet where the view would rotate depending on how you held it, years before the official Australian release of the iPad.

Craig has over 20 years experience working where the future has been created, with innovative companies in the world of IT, consumer electronics, internet and broadcasting industries which he puts to good use in showing what the future is going to bring.



**Allan Pease**

Mr Body Language

For over four decades Allan Pease has been internationally recognized as "Mr Body Language" with many best-sellers which he has either authored himself or his wife Barbara.

Such books include "Body language in the workplace", "Why men don't have a clue & women always need more shoes", and "Why men don't listen & women can't read maps."

Come along and leave the conference sessions on a high as Allan will entertain while making you aware of your body language and the body language of others, and how to decipher, decode and interpret body language signals to instantly improve your communication and relationships.

**Strategic Plan**

Caravan Industry Association of Australia has strong plans to deliver its vision on behalf of the industry and provide for a robust, compliant and sustainable industry into the future.

This is your chance to be one of the first people in the industry to see the new 2016 - 2019 Strategic Plan and how this will shape the future of the caravanning and camping industry over the coming years.

**Budget Week**

This years' conference comes just two days after the announcement of the federal budget and with the double dissolution constitutional deadline of 11 May 2016, it is anticipated that a Federal Election will be called on the eve of the National Conference.

Come along and hear how the Federal budget will affect your business and what you, as an individual operator, should be doing to influence your local Federal Member of Parliament.





NETWORK

## Conference Social Events

At the end of a day full of informative speakers and sessions let down your hair at our sensational social events, designed to let you mix and mingle in a relaxed environment, reconnecting with old friends, and making new ones.



### Welcome Function

Ease into the conference, catch up with friends and make new contacts at the official Welcome Function. Drinks and canapes will start at 6:00pm in the Trade Exhibition area where you can socialise with exhibitors and see the great products they have on show. This is a chance to reconnect with those you know, and meet new faces of the industry in a casual setting before heading out to dinner.

Dress code Smart casual  
When Wednesday 11 May 2016, 6:00pm to 8:00pm  
Additional Tickets \$105.00



### Casual Dinner – Let's Go Carnivale

After a full day of conference sessions enjoy the company of your fellow conference delegates over some great food and live entertainment. This event is laid back with a sit down meal and always offers great conversation and a few good laughs.

Dress code Smart casual or get in the spirit and dress up for Rio Carnivale  
When Thursday 12 May 2016, 7:30pm to 10:30pm  
Additional Tickets \$125.00



### Industry Gala Dinner - 21<sup>st</sup> Anniversary Celebration

The culmination of our National Conference is the Industry Gala Dinner, a chance to get dressed up and celebrate all that our industry has to offer, in what is the 21<sup>st</sup> anniversary of this important national event.

Enjoy the company of your industry peers over a stellar sit down dinner and fantastic entertainment, and be there as the recipients of both the Eric Hayman Award for Excellence and the CaravanCampingSales Future Leaders Award are announced on stage during the festivities.

Dress code After 5 wear/lounge suit  
When Friday 13 May 2016, 7:30pm for pre-dinner drinks, 8:00pm till late  
Additional Tickets \$190.00

Attend the conference and visit one of our Trade Exhibitors and you can go in the draw for a

**Chance to Win**

**\$250,000**

during the Industry Gala Dinner thanks to:



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LEARN

## DAY 1 - Thursday 12 May 2016

8:30am Conference Sessions Commence\*

### Let's GO Get excited about Industry Potential – Stuart Lamont, Caravan Industry Association of Australia

In early 2016 the newly formed National Board signed off on a new corporate vision – “To Lead and Champion a Robust, Compliant and Sustainable Caravanning and Camping Industry”. To support this vision and general industry growth and development a Strategic Plan 2016 – 2019 will be launched at conference designed to position the caravan and camping industry for ongoing success.

### Let's GO Understand our Market – Peter Clay, Caravan Industry Association of Australia

The industry continues to show exceptional trading results with record levels of manufacturing, registrations and strong growth in both visitor numbers and expenditure. Gain a better understanding of the Australian market both with regard to the latest internal stats but also the broader market with which we operate within.

### Let's GO Take a World View - Dometic

Dometic is a worldwide leader in the supply chain for the RV market, with approximately 12,000 market partners globally. How is the Australian market performing compared to many of the world's RV markets in terms of comparative production. Hear the latest trends from a global RV business and their view on the future of the industry.



### Let's GO Run a Community Event – Courtney Hellings, Park Lane Group (Industry Case Study)

Parks play an important part in the social fabric of many local communities, from the provision of service including tourism information through to the running of events. Hear from Courtney Hellings how the Park Lane Group are supporting their region through the running of community events.

### Let's GO Engage with Government – Matt Hingerty, Barton Deakin

Just months away from the next Federal election, gain an insight into the workings of Canberra and the likely impact of the election on the caravanning industry. Hear also how you as a business operator can use the Federal election to raise specific business concerns with candidates, and how you can best interact with elected officials to improve your chances of a positive result.

### Let's GO Interrogate the Federal Budget – John Peters, Commonwealth Bank of Australia

Coming just days after the announcement of the Federal Budget for the 2016/2017 financial year hear from a one of Commonwealth Bank's senior economists on the current state of the Australian economy and what this budget means to the economy and the industry.

### Let's GO Break into Workshops – Two 30 minute sessions

Your opportunity to drill down into specific business issues in a forum of education and discussion. The breakout sessions have been developed based on industry feedback surrounding topics of interest and benefit for individual businesses. A list of workshop topics are contained later in the brochure.

### Let's GO Grow Your Business – Gabby Montagnese, New Age Caravans (Industry Case Study)

The pressures on a business through rapid growth are enormous. For this to occur you need a very solid plan and a strong will to execute this plan. Hear from one of the industry's rapidly emerging players on key drivers for their business and their view on the future of the industry.

### Let's GO Manage Change through Innovation - Simon Beckett, Commercial Distribution Finance

In today's rapidly changing world the need to be nimble and responsive to business trends is vital for success. Learn what is innovation, how you manage it, and ways you can use it to react to business situations and to drive operational decisions.

### Let's GO Let's Go Secure our Business – Arno Brok, Australian Information Security Association

Cyber Security is a growing concern for all businesses, from the loss of data or control through to the disruption it can cause to your business. Learn how to protect yourself in a cyber world, and how to reclaim your digital assets when the unthinkable happens.

### Let's GO Hear some Interesting Stories – David Galbally AM QC, Madgwicks

One of Australia's leading QC's and a high profile advocate for both companies and individuals in both criminal and corporate law, David Galbally has had a diverse and interesting career. Hear David's insights into crime, corporate conduct and current social concerns, all intermixed with an amusing story or two.

MADGWICKS  
LAWYERS

5:00pm Conference Sessions End

\*Program includes a morning tea, lunch and afternoon tea break



## Day 2 - Friday 13 May 2016

### 8:30am Conference Sessions Commence\*

#### **Let's GO Step into the Future - Craig Rispin, Future Trends Group**

Retailing and consumer behaviour are changing at an incredible pace. Do you know what major trends will affect your business in the next few years? Do you have a strategy to deal with them? Get ahead of the trends now and learn how business, people and technology trends will transform commerce in the coming years.

#### **Let's GO Learn how Toilet Paper can be the Key to Engaging Digital Content - Nick Condon, Business SA**

Content is king, but how do you develop content that has the required cut through in this age where there is so much information? Hear how Toilet Paper could be the answer to you achieving massive engagement in your next digital comms!

#### **Let's GO Generate New Leads - Jason Wyatt, Marketplacer**

Technology has changed the way we all do business yet lead generation remains as important as ever. Hear from the Managing Director of one of Australia's fastest growing companies in Australia who specialises in creating marketplaces.

#### **Let's GO Gain Insight into the Thoughts of our Future Leaders - Josh Carnavas, Brisbane Camperland**

On Wednesday 11 May, a one day forum for Future Leaders of our Industry will be held. Hear a summary of some of the key points raised during the forum to gain an insight into how the future leaders of our industry think, and how they see the caravanning and camping industry of tomorrow.

#### **Let's GO Break into Workshops - Six 30 minute sessions**

Your opportunity to drill down into specific business issues in a forum of education and discussion. The breakout sessions have been developed based on industry feedback surrounding topics of interest and benefit for individual businesses. A list of workshop topics are contained later in the brochure.

#### **Let's GO View the Future through the Eyes of a Corporate - Grant Wilckens, Discovery Parks (Industry Case Study)**

Discovery Holiday Parks have a strong hold as Australia's largest owner and operator of lifestyle, holiday and workforce parks in Australia with over 60 parks in their portfolio. Hear from their CEO, Grant Wilckens, on his views about the future of the Australian Caravanning and Camping Industry.

#### **Let's GO See the Future of the Car Industry - Glenn Butler, Wheels Magazine**

The automotive industry is changing, both locally and globally and as a sector that is heavily reliant on both drive tourism and tow vehicles these changes could impact significantly on our businesses. Hear from the editor of one of Australia's most respected motoring magazines on his view of the future of the car industry in Australia.



MEDIA GROUP

#### **Let's GO Communicate - Allan Pease**

Human interaction is built on so much more than the spoken word. Have you mastered the art of communication, both verbal and non-verbal? Allan Pease has, and he is going to share his insights on interpreting words and actions in any conversation or negotiation, as well as leaving the conference on a high as he works through how to better understand and communicate with the opposite sex.

### 5:00pm Conference Sessions End

\*Program includes a morning tea, lunch and afternoon tea break

### 7:00am Business Breakfast

#### **Let's GO Deal with the Workplace Psychopath**

The majority of psychopaths are not serial killers or rapists, they are colleagues, bosses and employees found in workplaces throughout Australia.

Workplace psychopaths are predators who ruthlessly charm and manipulate the people around them, gratifying themselves without remorse. Learn how to identify and protect yourself, and your business, from the workplace psychopath.

NB: Breakfast to consist of finger food and light refreshments - this will not be a plated full breakfast.



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## WORKSHOPS

### Let's GO Workshops

#### Room A

##### Thursday 12 May 2016

**Session 1:** Adding financial discipline to your business

**Session 2:** Taking advantage of the Community Welcomes RV program

##### Friday 13 May 2016

**Session 1:** How to identify and manage psychopaths in the workplace

**Session 2:** How to identify and manage psychopaths in the workplace (continued)

**Session 3:** Managing the employment minefield, before, during and after employment

**Session 4:** How to get best value out of an online travel agent

**Session 5:** How to use consumers reviews to improve your business

**Session 6:** Latest trends in caravan park sales (panel discussion)

#### Room B

##### Thursday 12 May 2016

**Session 1:** Using technology to make manufacturing more efficient

**Session 2:** Improving business productivity through lean manufacturing

##### Friday 13 May 2016

**Session 1:** RVMAP findings, a review of common compliance issues

**Session 2:** Motor Vehicle Standards Act Review Consultation Session

**Session 3:** Motor Vehicle Standards Act Review Consultation Session (continued)

**Session 4:** Practical guidance in dealing with unions

**Session 5:** National Caravan Industry Training College Update

**Session 6:** Working with Government for business success

**Session 7:** Australian manufacturing trends benchmarked against the world

#### Room C

##### Thursday 12 May 2016

**Session 1:** Dealer forum – have your say

**Session 2:** Dealer forum (continued)

##### Friday 13 May 2016

**Session 1:** Process Management

**Session 2:** An update on your rights under Australian Consumer Law

**Session 3:** Write-off, or not to write-off, the latest trends in the insurance industry

**Session 4:** Launch of the Dealer Accreditation Program

**Session 5:** How technology is changing the way consumers purchase product

**Session 6:** Trends in the Automotive retail environment

#### Room D

##### Thursday 12 May 2016

**Session 1:** Residential Land Lease Alliance – Key activity update

**Session 2:** Residential Land Lease forum

##### Friday 13 May 2016

**Session 1:** How to use industry research tools for your individual benefit

**Session 2:** A critical examination of our social media methodology

**Session 3:** Key lobbying efforts, the launch of Industry's federal election platform

**Session 4:** Industry panel discussion on succession planning

**Session 5:** Industry grooming - How to best present yourself to financial institutions

**Session 6:** How to maximise profits through play







TOURS

## Let's GO Experience

Around the conference this year there are some sensational tours designed to showcase other businesses, providing insight and ideas you can take back to your business.

### Riviera Factory Tour\*



Thanks to Dometic you have the opportunity to visit the Riviera Factory on the Gold Coast. Riviera is the largest and most awarded luxury yacht building company in Australia and a major player in the global marine industry, building product from 36 to 77 feet in length across five model collections.

This is a fantastic opportunity for manufacturers to see behind the scenes on how leaders in other industry's approach the manufacturing process.

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**When:** Wednesday 11 May 2016, 1:00pm – 5:00pm

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**Cost:** Complimentary (pre-registration required)

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### Park Famil Tour\*

See some of the finest parks in Northern NSW and South East Queensland on a one or two day park tour.

Visiting up to 10 parks across two days (Saturday 14 and Sunday 15 May) this tour will showcase a diverse selection of parks from Ballina to Brisbane, with the opportunity of spending Saturday night at one of these fantastic parks. For those wishing to leave the tour at the end of Saturday's visitations a transfer can be arranged to the Gold Coast Airport.

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**When:** Saturday & Sunday 14 & 15 May 2016

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**Cost:** \$100 per person plus accommodation

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### RMS Workshop



At this year's conference RMS will be launching their latest fully web based version 9+. To help you get the most out of RMS and learn all about 9+ they will be hosting two workshops in addition to the extra support staff coming to man their stand to answer any of your questions.

#### RMS Masterclass

This is a four hour workshop that covers a broad range of features and processes. RMS will cover 9+ in depth so that when you walk out the door you will be ready to go. This is an ideal workshop for staff, managers and owners.

This workshop will be held on the Tuesday just before the conference. The session will be followed by drinks and snacks.

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**When:** Tuesday 10 May 2016, 1:00 PM - 5:00 PM

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**Cost:** Complimentary (pre-registration required)

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#### RMS 9+ Introduction Workshop

The workshop goes for around an hour and will be a presentation of 9+, the latest version. RMS will go over all of the exciting new features in the new web based version of RMS.

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**When:** Wednesday 11 May 2016, 2:00 PM - 3:00 PM

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**Cost:** Complimentary (pre-registration required)

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Interested?

Register online at  
[www.o-tix.com/event/  
2016CaravanIndustryConference](http://www.o-tix.com/event/2016CaravanIndustryConference)



\*These tours are subject to minimum numbers.



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STAY AT THE GOLD COAST

### What to Wear & Bring

Attendees generally wear business casual or casual attire for the conference sessions and the dress code for each of the social events is listed in the following pages.

Conference delegates will each receive a conference satchel and notepad on registration at the event for all program materials, and information on exhibitors and speakers.

## Conference Venue



Jupiters Hotel & Casino is a premier entertainment destination set in the heart of Australia's stunning Gold Coast. Combining the luxury and sophistication of a world-class hotel with the excitement of award-winning restaurants, lively bars, spectacular stage shows and concerts, plus the non-stop action of a 24-hour casino.

Located moments from the bustling Broadbeach precinct, Jupiters Hotel & Casino has been part of the local Gold Coast community for 30 years. Jupiters Hotel & Casino offers some of the best conference facilities available in the country, including single floor exhibition space providing for a large trade exhibition of new and exciting industry products and service, all adjacent to the plenary action.

With over 590 rooms, Jupiters Hotel & Casino offers all the facilities you would expect of a venue of this calibre.

### Enjoy all that Jupiters Hotel & Casino has to offer

With many award-winning restaurants, Jupiters Hotel & Casino is a food lover's paradise. From contemporary and international cuisine to bountiful buffets, café-style meals and quick bites, you can indulge in a satisfying restaurant experience around the clock. From enjoying Kiyomi's signature cocktail, Chasing Kiyomi to a glass of Chianti on Cucina Vivo's outdoor balcony to one of the many bars located at Jupiters Hotel & Casino with live entertainment, there is something for everyone.

If you need some time out during the conference, or choose to stay on to enjoy all this venue has to offer, why not treat yourself to a massage at Touch Therapy, or visit the luxurious pool. Jupiters Hotel and Casino also boasts a professional gymnasium and health centre which is available to guests.

We have negotiated some special accommodation rates for the conference and the weeks around it:

- › Superior room \$199 (incl GST) per night
- › Executive Room \$299 (incl GST) per night

If you book breakfast at the time of booking you can enjoy a buffet breakfast at Food Fantasy for just \$20 per person per day (a saving of \$5 per person per day).

To book a room either use the accommodation booking form and return it directly to Jupiters Hotel and Casino or contact Jupiters Hotel and Casino on 1800 074 344 and quote group booking code **CRV040416**.

### While at the conference why not take a moment and enjoy some of the....

Enjoy the **Business Meeting Lounge** thanks to:



Grab a **coffee** thanks to:



Have a **five minute massage** thanks to:



Enter the **Trade Passport Competition** thanks to:





## How to Register

In order to ensure your attendance, completed the registration form online at:  
[www.o-tix.com/event/2016CaravanIndustryConference](http://www.o-tix.com/event/2016CaravanIndustryConference)

Further enquiries can be made by:

Phone: 03 9815 2015

Email: [conference@caravanindustry.com.au](mailto:conference@caravanindustry.com.au)

**REGISTER**

## Registration Fees

Month	Contributor Rate*	Non-Contributor Rate
March 2016	\$795 (including GST)	\$995 (including GST)
April 2016	\$895 (including GST)	\$1,095 (including GST)
May 2016	\$1,095 (including GST)	\$1,295 (including GST)

Function	Price
Welcome Function - 11 May 2016	\$105 (including GST)
Day rate (incl. social function) <sup>‡</sup> - 12 May 2016	\$600 (including GST)
Casual Dinner- Let's Go Carnivale - 12 May 2016	\$125 (including GST)
Day rate (incl. social function) <sup>‡</sup> - 13 May 2016	\$665 (including GST)
Industry Gala Dinner, 21st Anniversary Celebration - 13 May 2016	\$190 (including GST)
Social Functions only <sup>§</sup> (contributor rate*)	\$400 (including GST)
Social Functions only <sup>§</sup> (non-contributor rate)	\$450 (including GST)
RMS Masterclass - Tuesday 10 May 2016	Complimentary
Riviera Tour - Wednesday 11 May 2016	Complimentary
Park Famil Tour - Saturday & Sunday 14 & 15 May 2016	\$100 (including GST)

## Are you a Member of CTIA (Vic Trades Division)?

CTIA (Vic Trade Division) are once again subsidising 50% of the cost of one delegate registration per business that is a member of their association. To access this discount use the promotional code supplied to you and book one of the tickets listed under "CTIA Vic Members" on the booking screen.

### REGISTRATION

Full registrations include attendance to all conference sessions, catering breaks within the program, conference satchel, and attendance to the three social events.

\* Contributor rate is applicable to delegate(s) whose organisation is a contributor to the Caravan Industry Association of Australia National Marketing & Advocacy Fund for the 2016 financial year, where their contribution has been paid in full.

<sup>‡</sup> Includes conference sessions and the social event on that date

<sup>§</sup> Includes all three social events, but no conference session

Payment must be received in full by Caravan Industry Association of Australia prior to the event.

### Ambush Marketing

The registration rate for the National Conference (or Future Leaders Conference) is heavily subsidised by the attendance of Trade Exhibitors and sponsors. Please make sure that you take the opportunity to visit these exhibitors and sponsors during your time at the Conference. It is not acceptable for conference delegates not exhibiting or sponsoring to promote business products or services to other conference delegates, and evidence of this may result in instant removal from the Conference with no refunds. If you are interested in a number of sponsorship opportunities which still exist please contact [conference@caravanindustry.com.au](mailto:conference@caravanindustry.com.au) for further details.

### Photo / Recording Waiver

There may be photography, audio or video recording at the conference. By entering the event premises you give consent to the use of your photograph, likeness or video or audio recording in whole or in part without restriction or limitation. These materials can be used for any educational, promotional, or any purpose for distribution in Caravan Industry Association of Australia online and printed publications or any publication in other media released by Caravan Industry Association of Australia, their officers, employees, and each and all persons involved are released from any liability connected with the taking, recording, digitising or publication of interviews, photographs, computer images, video and/or sound recordings.

If you do not want to be photographed or videotaped, please notify Caravan Industry Association of Australia prior to the event, and the individuals capturing the information at the event.

We are proud to work closely with State Associations for the benefit of industry participants and the development of consistent industry messages.



2016 NATIONAL CONFERENCE

## Conference Sponsors

### Principal Sponsor



### Premium Sponsors



### Platinum Sponsors



### Trade Exhibitor

All Parks Insurance  
Arbor Safe  
Duro-Lenz Pty Ltd  
Massey Online Management  
Poolwerx

R & J Batteries  
Richard Jay Laundry Equipment  
Smart Digital Australia  
Suite Design  
Swimplex Aquatics

### Conference Supporter

Caravan and Camping Industry Association NSW  
Caravan and Camping Industry Association SA  
Caravan Industry Association WA  
Caravan Trade and Industries Association of Vic  
Caravanning Queensland  
Caravanning Tasmania  
SA Parks  
Safety Dave  
Victorian Caravan Parks Association