

you are invited to...

"A Night To Be Dazzled..."

WEDDING SHOWCASE




doltone house

MEDIA KIT – 2008

get a head start on planning the special event of your life...

Bridal Event of the Year...

"To the management of Doltone House,

*Once again your standard of excellence has reached a new pinnacle.
The Bridal Expo has been such a success for our business.*

*The uniqueness of your presentation and diversity each year bring a
new vision to the wedding industry.*

We look forward to the 2008 expo."

DIVINITY PHOTOGRAPHY & VIDEO



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*"A Night To
Be Dazzled..."*



Awards & Applause

WINNER



Winner 2007 Meetings and Events Industry Awards – Meeting Venue 150-500 delegates

winners 2007 Deloitte NSW Family Business Growth Award

winner 2007 Italian Chamber of Commerce Awards of Excellence

winners 2007 City of Sydney Business Awards - Business of the year

winners 2007 City of Sydney Business Awards - Entertainment Venue

winner annual bridal industry award

wedding reception / function centre of NSW 1997, 1998, 1999, 2001

winner annual bridal industry award winners for NSW

wedding coordinator 2000, 2003



FINALIST

Winner 2007 Meetings and Events Industry Awards – Meeting Venue 150-500 delegates

winners 2007 Deloitte NSW Family Business Growth Award

winner 2007 Italian Chamber of Commerce Awards of Excellence

winners 2007 City of Sydney Business Awards - Business of the year

winners 2007 City of Sydney Business Awards - Entertainment Venue

finalist annual bridal industry award

wedding reception/function centre of NSW

2000, 2002, 2003, 2004, 2005, 2006 & 2007

HIGHLY COMMENDED

2001, 2002, 2003, 2005, 2006, 2007, 2008 Australian achiever awards

excellence in customer service for Sydney's bridal and wedding services and supplies-highly commended for excellence in customer relations



Celebrate...

We are pleased to advise that Doltone House – A Night To Be Dazzled will be staging their 4th Annual Wedding Showcase on Monday 29th September 2008 and Tuesday 30th September 2008 at 6.00 – 9.00pm at Doltone House Pyrmont Jones Bay Wharf.

Doltone House – A Night To Be Dazzled Wedding Showcase has proven over the years to be a highly awaited successful annual event that continues to grow and provide a wide range of wedding specific information to our hand built database and general public.

Come and join an evening that will commence by guests being able to mingle with Sydney's finest wedding suppliers whilst enjoying live entertainment, champagne and delicious canapés provided by Doltone House. New to the Wedding Showcase this year is the Doltone Runway, where you will experience a spectacular fashion show. There will be lots to see and do as the venue will be set up with themes based on colours, flowers, seasons and ideas with displays from each supplier giving guests an in depth insight on how their wedding can be that extra special.

Doltone House connects on an emotional level with our customers as we all will play a vital role in - a cherished mile stone – their wedding day. This is your opportunity to capture the bride and groom's imagination with thoughtful and creative details to tie all the elements of their day together and to leave their guests with a memorable impression.

A Night To Be Dazzled Wedding Showcase enables the bride and groom to enjoy a visual journey, to see what new ideas have been conceived in the wedding industry and adapt those ideas to Their own wedding style.

Like you, we are passionate about what we do and committed to being the leader in our field. Our aim is to deliver value to your business in every aspect of our relationship with you.

Should you require any further information or wish to discuss any aspects of the Doltone House – A Night To Be Dazzled Wedding Showcase 2008 in more detail, please do not hesitate to call Steven Cesarano on 02 8543 6000 steven@doltonehouse.com.au or Rebecca Hachem on 02 8571 0622 rebecca@doltonehouse.com.au. Early bookings are recommended in order for you to secure your space.

We look forward to working with you on A Night To Be Dazzled Wedding Showcase 2008 presented by Doltone House.

Signorelli Family




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*"A Night To
Be Dazzled..."*



You are invited to a night to be dazzled...

Get a head start on planning the special event of your life
Join the Doltone Dream Team at the

4TH ANNUAL WEDDING SHOWCASE

Hosted at Doltone House
Jones Bay wharf
Piers 19-21 Upper Deck
26-32 Pirrama Road Pyrmont

Monday 29th September 2008 6.00pm – 9.00pm

Tuesday 30th September 2008 6.00pm – 9.00pm

A "Night to be Dazzled Wedding Showcase" provides prospective brides and grooms with the opportunity to meet creative, in demand talent for every wedding detail. Guests will enjoy

CHAMPAGNE & CANAPES

Provided by the innovative catering team at Doltone House to toast your engagement and mingle with wedding suppliers

SHOWCASE

Meet the industry specialists including videography, stationers, transport, wedding cakes, florist, theming and many more in between

DOLTONE RUNWAY & ENTERTAINMENT SPECTACULAR

The Doltone Runway will feature a collection of glamorous signature fashion styles and fabulous and colourful live entertainment

RSVP IS ESSENTIAL

24th September 2008 FREE ADMISSION. Visit www.doltonehouse.com.au for registration.

Space is limited - for more information please call 02 8543 6000 or 8571 0622



Our Customer Profile

- The wedding industry is worth approximately AUD\$5billion per year in Australia
- Apart from Wedding products and services, engaged couples are making big ticket item decisions on holidays, cars, new homes, investments, insurance and new possessions
- The bride to be exerts significant influence on the purchases that her fiancé makes
- She is open to a wide range of products and services and knows the value of premium brands
- Our bride is an impressionable and passionate consumer, who will not compromise on quality
- Women who seek a sophisticated, stylish and creative wedding

Marketing...

We will guarantee that Doltone House – A Night To Be Dazzled Wedding Showcase 2008 is one of the important dates in their 2008 diaries.

Direct Mail – personalised postcard invitations and reminders to our hand-built database of brides and grooms. Extra postcards will be sent to exhibitors to send out to clients.

Brides Bag - Every bride will receive a Doltone House paper gloss bag with valued supplier information and treats

Advertising –via the St George & Sutherland Shire Leader, Metropolitan Newspaper featuring advertising, on radio 106.5FM. Advertise in several high profile websites including i.do.com, weddingcentral.com to reach web savvy brides. Personalised postcard invitations to all site inspections held at Doltone House

E-mail – e-mail marketing to our hand built database of brides and grooms

Internet/doltone house – a searchable database of exhibitors including hotlink connections on the Doltone House website



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Why Exhibit?

It is our job to deliver these guests to you so your diaries will be bursting with bookings...

- Most cost effective method of reaching new and existing customers
- Meet 100's of real brides and grooms
- Be seen amongst the top wedding suppliers
- Meet and build relationships
- Demonstrate the range and flair of your business to an actively buying audience
- Generate new leads
- Launch new products and services to brides and grooms
- Make a lasting impression with your key customers face to face
- Test marketing advertising, Generating brand exposure, launching new products and services or whatever your marketing objective maybe, it can easily be carried out because your target market is coming to you

Eight Reasons

Why you will see a return on your investment and longevity from participating in Doltone House – A Night To Be Dazzled Wedding Showcase 2008

- As a strong family business who have been in the industry for over 35 years we have built strong relationships through honest and sincere dealings. This emotional connection translates into a highly reputable company.
- Doltone House are recognised industry leaders in hosting on average 10 weddings per week
- Multi Award winning venues with over 10 awards and one of them for fastest growth as a company by Deloitte Group
- We offer a cross section of diverse cultures in weddings which translate from small and very generous budgets from \$6,000 – to \$100,000
- Strong brand awareness of Doltone House through the social papers, industry magazines, social and charity events
- We host weddings that are typically stylish and on a grand scale
- Enjoy the ability of cross-selling and promotion over 3 venues
- Each year our standard of excellence, uniqueness of presentation and diversity of "A Night to be Dazzled" brings a new vision to the wedding industry that your business should be a part of.

2005 - Our first-ever 'A Night To Be Dazzled' wedding showcase was held in August, and for those exhibitors who were able to secure a stall, the event proved to be a great success.

2006 - showcase was simply proof that Doltone House, yet again was able to put together such a successful event, both for industry professionals involved, and for our brides. Over the two nights of our wedding showcase, more than 900 real brides and grooms walked through the doors of Doltone House.

2007 - The response was overwhelming and the feedback was outstanding. We've learnt a lot, which reinforces a bigger, better, Doltone House experience in 2008. Book your space today!

Doltone Runway...

Doltone Defining Designer Bridal Runway...

Doltone House will coordinate a fashion showcase to feature a collection of glamorous signature gowns. Exhibitors who wish to participate should indicate their interest on the booking form on page 11 by ticking yes

General Wedding Showcase Information...

Venue	Doltone House Pyrmont Jones Bay Wharf Pier 19-21 26-32 Pirrama Road Pyrmont
Date	Monday 29th September 2008 – Tuesday 30th September 2008
Time	6.00pm – 9.00pm
Admissions fees	Admission FREE



Exhibitor Information...

Exhibitor bump in	Monday 9.00am 29th September 2008
Exhibitor bump out	Tuesday 11.00pm 30th September 2008
Access to Venue	Bayview Street - Pyrmont
Car Parking	Wilson Car Park – Promontory Building on Pirrama Rd www.wilsonparking.com.au . Doltone House ticket validation \$10.00 (subject to car park availability) or Star City Casino. Rates Monday to Thursday Parking before 5pm is \$12 for 6 hours Parking after 5pm is \$17 for 6 hours Friday to Sunday Parking before 5pm is \$17 for 6 hours Parking after 5pm is \$22 for 6 hours Valet Parking Valet parking for a 24hr period is \$26 Note: valet parking is the better parking option if you intend to park your car for more than 12hrs at star city
Catering	Doltone House to provide tea and coffee stations during set up and champagne and canapés during the event
Deliveries	Deliveries are the responsibility of each exhibitor. Please label all deliveries - Doltone House, Jones Bay Wharf, Piers 19-21, Upper deck, 26-32 Pirrama Road, Pyrmont NSW 2009. Event = A Night To Be Dazzled Wedding Showcase Date = Monday 29th September 2008.
Exhibitor Passes	Exhibitor passes will be provided to each exhibitor and are to be used by staff working on the stand
Floor plan	<i>Detailed floor plan and exhibition stand location map is enclosed on page (13)</i>
Floor Area	Heritage Wharf
Furniture	Trestle table x 1.8m cloth supplied and chair
Security	Security will be provided by the venue
Stand Size	3m wide x 1.5 m depth
Fixing method	bolting, gluing, pinning or screwing anything onto the venue floor, ceiling or walls is prohibited
Insurance	Doltone House is covered by their public liability insurance. This policy will cover all aisle –way space. It is the exhibitors responsibility to take out such insurance for their individual exhibition stand and display space



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*“A Night To
Be Dazzled...”*



Exhibitor Information Cont...

Important	All exhibitors must stay within their exhibition stand and floor space area, and their display must not protrude outside of this area. Exhibitors must only market their company within the exhibition stand or floor space area please as it is unfair to other exhibitors and this behaviour will not be tolerated. If you see any inappropriate behaviour taking place, please notify security immediately so that action can be taken right there.
Cleaning	Included in your cost for participation is basic stand cleaning. This will be done at night and we ask for cooperation in keeping your stand as tidy as possible. Rubbish should be placed in the aisle at the front of your stand for removal at the end of each day
Accommodation	When making a booking, simply quote the code below for each hotel to receive the special discounted rate. Intercontinental Macquarie Street, Sydney Ph: 138 388 Quote: Doltone House when booking to access the rate. Crowne Plaza Day Street, Darling Harbour Ph: 02 9260 3083 or 138 388 Quote: 954 298 664 & Doltone House when booking to access the rate Accor Hotel Group (includes the Novotel, Hotel Ibis, Grand Mercure) Darling Harbour Ph: 02 9288 7180 Quote: Doltone House when booking to access the rate Star City Casino Pyrmont Ph: 1800 700 700 Quote: Doltone House when booking to access the rate
Communication – wireless	Exhibitors requiring access to wireless broadband networks can now do so via completing the exhibition form. 1 hours = \$11 4 hours = \$44 and All Day = \$99
Rigging	Call Staging Connections 02 8571 0677




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Booking Form

Doltone House – A Night To Be Dazzled Wedding Showcase 2008 – Stand Booking Form and Agreement

Contact Name

Exhibitor Name (that you will be referred to in the doltone directory)

Street Address

Suburb

State

Postcode

Postal Address (if different from above)

Suburb

State

Postcode

Landline Telephone Number

Fax Number

Mobile

Email

PACKAGE TOTAL: \$999 for 2 nights (min of 2 nights)

Package includes - (a) 3m wide x 1.5m depth space (b) 1 x trestle table with cloth (c) 1 x chair (d) marketing support (e) listing on our website

Please indicate your 3 preferred stand or floor space numbers

Option 1

Option 2

Option 3

Please indicate if you are interested in participating in the fashion. Yes No

Please indicate if you require access to Wireless Broadband 1 hours = \$11 4 hours = \$44 All day = \$99

Please indicate how you would like to make your payment

Cheque (please attach your cheque to this booking form)

Cash (must be paid in person at either Doltone House Pyrmont or Sylvania Waters office)

EFT Westpac Miranda BSB No.032 250 Account Number: 153807 (Important Note – Please insert your company name in the reference line and fax the remittance of the transaction to 02 8543 6000)

Credit card (please fill out below details)

Credit Card Type (please tick)

Visa

1.8%

Master card

1.8%

Amex

2.85%

Card No

Exp Date

Total

In the name of:

Signature

Date:

Please note that no bookings will be accepted without full payment and a signed booking form. Advertisement copy deadline is due 8th September 2008

Contact Name

Exhibitor Name

Signature

Date

The exhibitor acknowledges that the full agreement is set out overleaf and agrees to be bound by these terms and conditions of the agreement

Please fax and post completed booking form & agreement to fax 02 9522 0333 and post to doltone house - attention Steven Cesarano P.O Box 703 sylvania waters nsw 2224

Conditions

For the Benefit of the Exhibitor, Organiser & Venue - Doltone House A Night To Be Dazzled Wedding Showcase 2008

Delivery Of Exhibits

Exhibitors must arrange in advance for the supply of labour and lifting equipment for the handling of their own goods and exhibits. Please note that there is no facility on site for the "borrowing" of trolleys/ladders or other equipment.

Construction And Dressing

The design of the stand must be such that it can be erected and dismantled within the time available. It is the responsibility of the exhibitor to examine the site, in order to avoid costly adjustments to the stand structures from the wrong measurements for which Doltone House cannot accept responsibility. Doltone House may, at the expense of the exhibitor, remove or alter anything forming part of any stand, if, in their opinion, it is desirable to do so in the interest of the exhibition.

Fixing Methods

Bolting, gluing, pinning or screwing anything onto the venue floor, ceiling or walls is prohibited.

Cleaning

Exhibitors are responsible for the cleaning of their site. If additional cleaning is required after bump out, Doltone House will organize this, at the expense of the exhibitor.

Complaints

It is in the interest of exhibitors and visitors, that any faults or failures in the services provided should be brought to the attention of Doltone House as soon as possible.

Damage

Care must be taken to avoid damage to any part of the venue. Should you or your staff cause any damage, you will be charged for the damage.

Fumes

Any exhibit or process which generates noxious or toxic fumes, exhaust or smoke is prohibited.

Distribution of Promotional Material

All dispensing of literature and promotional material must be conducted from your stand. Your staff will not be permitted to hand out leaflets at the entrance to the event, pathways, or in any other part of the venue

Exhibitor Badges

Each exhibitor will be required to wear an exhibitor badge.

Insurance

Doltone house shall not be held accountable or liable for any damage, loss, harm or injury to the exhibitor, employees, agents or other representatives of the exhibitor.

Music/Entertainment/Video

Music and commentary for demonstrations, videos, presentations etc, must be kept at a level which will not interfere with neighbours' stands. Doltone House reserves the right to alter the sound level of music being played on stands, should the noise level be deemed to be a nuisance.

PA System

The PA system is for official use only. It is not available to exhibitors for any purpose during the show.

Security

Whilst every reasonable precaution is taken during the show to ensure the premises are adequately patrolled, Doltone House expressly disclaim responsibility for any loss or damage to property of any exhibitor from any cause.

Smoking

Doltone House is a non-smoking venue.

Conditions Cont. . .

Storage

There are no storage facilities available at Doltone House. You therefore need to make your own arrangements for the removal and storage of boxes, packaging etc...

Cancellations

Doltone house must be notified of all cancellations in writing. For any cancellations made within 14 days of the Wedding Showcase commencement, full payment will be retained.

Space allocation

If the exhibition space reserved herein cannot be made available to the exhibitor, Doltone House reserves the right to substitute similar or comparable space for the event.

Additional Charges

Any additional charges [e.g.- cleaning, damage etc...] will be charged by Doltone House, to your nominated credit card account.

Compliance

The organiser will be responsible to ensure the orderly behaviour of delegates and Doltone House reserves the right to remove those persons who in its opinion are conducting themselves in a manner which is causing a disturbance or nuisance.

Fire life safety

Doltone House retains the right to adjust any set up to ensure fire life safety codes are not breached.

Liquor license policy

The event shall be conducted in all respects, in an orderly and lawful manner and in accordance with the conditions attached to Doltone House licences, granted pursuant to the New South Wales Liquor Act, 1992

Force majeure

Should any act such as earthquake, fire, flood or civil disturbance prevent either the exhibitor or Doltone House from carrying out their obligations under this Agreement, neither the exhibitor nor Doltone House shall be liable for the non-performance under this Agreement. In the event the exhibitor cancels for reasons of Force Majeur, all payments will be refunded. If Doltone House cancels the Agreement due to Force Majeur all payments will be refunded



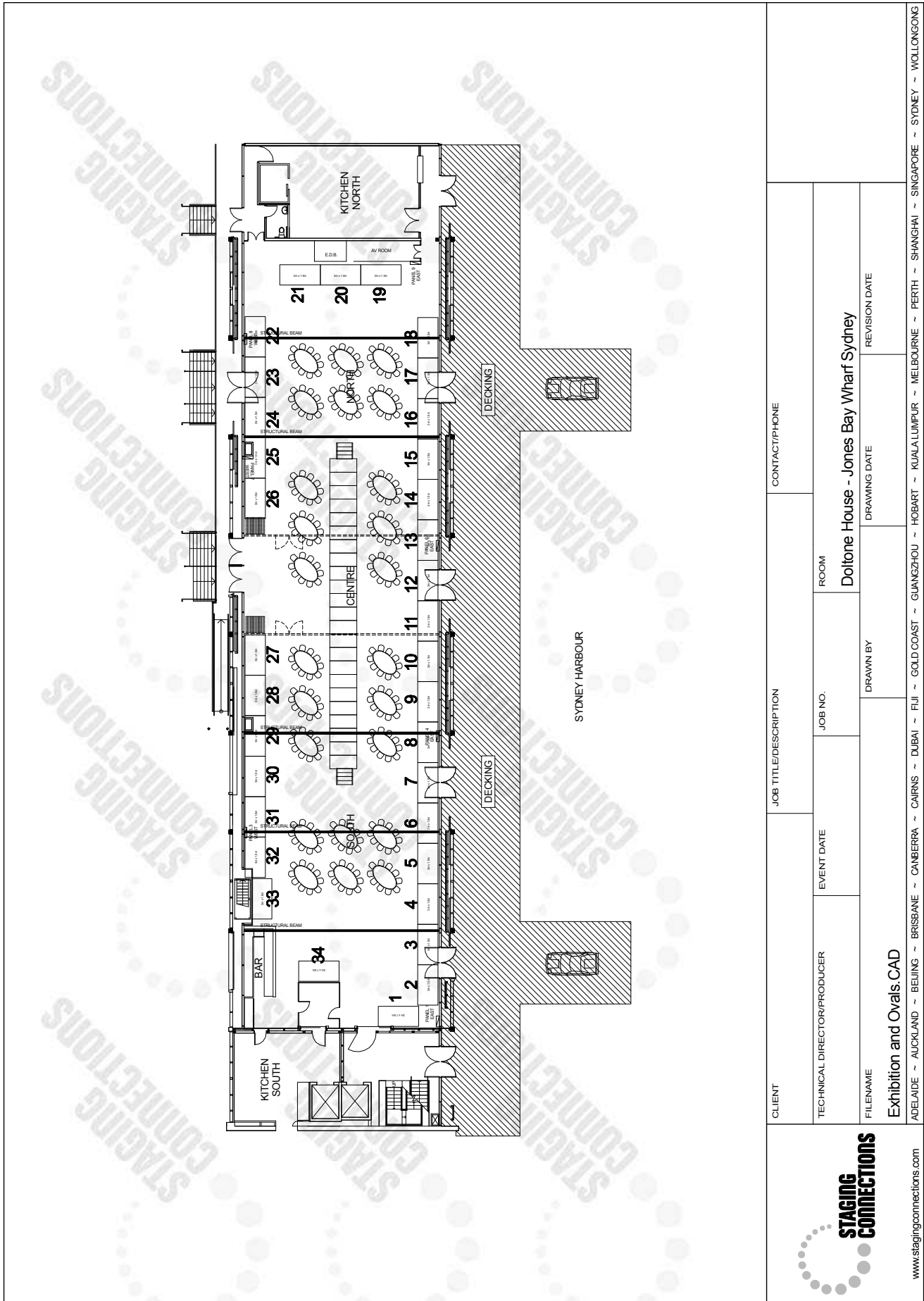
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A Night to be Dazzled

Wedding Showcase - Floorplan



 STAGING CONNECTIONS www.stagingconnections.com	CLIENT	JOB TITLE/DESCRIPTION		CONTACT/PHONE
	TECHNICAL DIRECTOR/PRODUCER	EVENT DATE	JOB NO.	ROOM
FILENAME	DRAWN BY		Dolton House - Jones Bay Wharf Sydney	
Exhibition and Ovals.CAD	DRAWING DATE		REVISION DATE	
<small>ADELAIDE ~ AUCKLAND ~ BEIJING ~ BRISBANE ~ CANBERRA ~ CAIRNS ~ DUBAI ~ FIJI ~ GOLD COAST ~ GUANGZHOU ~ HOBART ~ KUALA LUMPUR ~ MELBOURNE ~ PERTH ~ SHANGHAI ~ SINGAPORE ~ SYDNEY ~ WOLLONGONG</small>				

wedding guide

Doltone Directory 2008/09



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WEDDINGS AND EVENTS

Get a Head Start on Planning Your Special Event

Be part of this new A5 A-Z Doltone Directory in Weddings And Events - Get a Head Start on Planning Your Special Event, published by Doltone House.

With a print run of 1,000 copies to be distributed at Doltone House - A Night To Be Dazzled Wedding Showcase on Monday 29th September and Tuesday 30th September 2008 at Doltone House Pymont Jones Bay Wharf.

Advertising Contract

Doltone House – A Night To Be Dazzled Wedding Showcase 2008 – Wedding Directory 2008
 Be part of this new A5 A-Z Doltone Directory in Weddings And Events - Get a Head Start on Planning Your
 Special Event, published by Doltone House.

With a print run of 1,000 copies to be distributed at Doltone House – A Night To Be Dazzled Wedding
 Showcase on Monday 1st September 2008 and 2nd September 2008 at Doltone House Pyrmont Jones Bay
 Wharf.

The key to organising the perfect wedding is sourcing the suppliers the suppliers that best suit your
 personality. The retainable publication will profile and highlight your business in their categories.

Advertiser Details

Company Name _____

Contact Person _____

Authorised Signature _____

Booking Deadline

18th August 2008

Copy Deadline

8th September 2008

Price Guide

Opportunities	Cost	Tick to book	Cost
Full Page	\$800 + gst		
Half Page	\$500+ gst		
Quarter Page	\$350		
Back page`	\$1,500 + gst		
Inside front	\$1,250 + gst		
Inside back	\$1,100 + gst		
Logo Placement	\$250 + gst		

Price includes colour,
 distribution

Size Specifications

Full Page 21cm high x 14.8cmwide

Half Page 10.5 cm high x 14.8cm wide

Please supply Press ready high resolution PDF's for all advertisements and jpegs or eps logos on disk to Doltone House
 P.O Box Sylvania Waters NSW 2224 or email to carmela@doltonehouse.com.au

Payment Options

Cheque (please attach your cheque to this booking form)

Cash (must be paid in person at either Doltone House Pyrmont or Sylvania Waters office)

EFT Westpac Miranda BSB No.032 250 Account Number. 153807 (Important Note – Please insert your company name in the reference
 line and fax the remittance of the transaction to 02 8543 6000)

Credit card (please fill out below details)

Credit Card Type (please tick)	<input type="checkbox"/> Visa 1.8%	<input type="checkbox"/> Master card 1.8%	<input type="checkbox"/> Amex 2.85%
Card No	Exp Date	Total	
In the name of:	Signature	Date:	

Exhibitor Check list

Task	Due Date	Completed
Send in completed Exhibitor Booking Form	ASAP	<input type="checkbox"/>
Send in completed Advertising Contract	ASAP	<input type="checkbox"/>
Booking deadline for Advertising Contract	18th August 2008	<input type="checkbox"/>
Advise if you would like to be involved in the Doltone Runway fashion parade and confirm interest	15th August 2008	<input type="checkbox"/>
Make payment for your Exhibitor Stand	1st September 2008	<input type="checkbox"/>
Make payment for your Advertising in Doltone Directory	1st September 2008	<input type="checkbox"/>
Copy deadline for the Doltone Directory	8th September 2008	<input type="checkbox"/>
Bump In stand	29th September 2008	<input type="checkbox"/>
Open to the public	29th September 2008	<input type="checkbox"/>
	30th September 2008	<input type="checkbox"/>
Bump Out	30th September 2008	<input type="checkbox"/>



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