



SELLER PACKAGES AND PRICING

All Sellers are required to purchase a standard or shared Seller package. Attendance can be customised with additional full, day, or function passes.

A second standard package may be available on request if capacity allows.

STEP 1: SELECT YOUR PACKAGE

STANDARD	SHARED*
<p>APPOINTMENT BOOK – up to 61 appointments, 47 of which all can be pre-scheduled. All others may be requested and filled flexibly based on availability of other delegates</p> <p>FOOTPRINT – standard space on the floor with furniture package</p> <p>DELEGATE PASS – one full delegate pass to the tradeshow and tickets to welcome and farewell functions included</p>	<p>HALF APPOINTMENT BOOK – up to 30 appointments, 20 of which all can be pre-scheduled. All others may be requested and filled flexibly based on availability of other delegates</p> <p>FOOTPRINT – shared standard space on the floor with furniture package</p> <p>DELEGATE PASS – one full delegate pass to the tradeshow and tickets to welcome and farewell functions included</p> <p><i>*This is a partnership that must be organised by the two applicants who must both register for this option. Pricing is per company.</i></p>
(M) \$5,950 (NM) \$11,900	(M) \$3,700 (NM) \$7,400

STEP 2: SELECT YOUR ADD ONS

Additional Full Pass with Function Tickets	Additional Full Pass without Function Tickets	Single Day Pass (Tue, Wed, Thu, or combination)	Welcome Function Ticket	Farewell Function Ticket
(M) \$1,450 (NM) \$2,900	(M) \$1,150 (NM) \$2,300	(M) \$500 (NM) \$1,000	(M) \$125 (NM) \$250	(M) \$200 (NM) \$400

(M) TIA Member Price **(NM)** Non-Member price | All prices are GST exclusive

Please visit www.trenz.co.nz for more information.

Event of:

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TVA

info@trenz.co.nz
www.trenz.co.nz

MARKETING CLUSTERS

A marketing cluster is a company that represents and markets one or more New Zealand tourism products and/or services internationally and does not contract product directly. These products cannot already be represented at TRENZ independently.

To take part in TRENZ at the TIA member rate, the participating organisation must be a TIA member in their own right, and all products being represented must also be TIA members.

If one or more of the represented products is not a TIA member then the marketing cluster will be invoiced at the non-member rate, however the additional discounts may apply if you meet the following criteria:

- If the registered company for TRENZ holds a TIA membership, a 5% discount will be applied to the non-member rate for products being represented.
- A further discount on the non-member rate may be applied based on the number of products being represented at TRENZ that are TIA Members.

The following pricing structure will apply:

Percentage of represented products/brands that are members	1-20%	21-40%	41-60%	61-80%	81-99%	100%
Discount applied to non-member invoice (standard package only)	5% discount	10% discount	15% discount	20% discount	30% discount	Member rate

For example: Company A is an accommodation marketing group and is a TIA member in its own right. Company A is going to represent 10 different products at TRENZ, and seven of these are TIA members, three are not.

- Non-member invoice issued
- An initial 5% discount on the non-member invoice for Company A being a TIA member
- A further 20% discount on the non-member invoice for the seven out of 10 (70%) represented products that are TIA Members (applied to the standard package only)

Please note: Member/non-member rates will be applied to pass purchases based on the company the delegate represents, and whether that company holds a TIA membership or not.

(M) TIA Member Price **(NM)** Non-Member price | All prices are GST exclusive

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