



Exhibitor Pricing

CastExpo Advantage Program

The Advantage Program provides you with value added solutions to create a customized look to fit any budget. Created as a joint effort between GES and CastExpo, the Advantage Program helps you increase your savings with turn-key, custom-hybrid rentals that includes services like installation and dismantle, logistics, furnishing and material handling. Visit www.ges.com/e-n-d/afs1/ for details!!

Exhibitor Booth Packages

GES will offer the same equipment packages available to exhibitors in 2010 as we provided in 2008.

Privately Owned Vehicle Package (200 sq. ft. maximum size booth)

Includes	Cost	Comments
<i>Unloading of show site crated display material up to 5 lbs. per sq. ft.</i>	<i>\$1.80</i>	<i>Per sq. ft.</i>
<i>Removal, storage and return of empties</i>		
<i>Reloading of material on outbound vehicles</i>		
<i>Overtime move-in and move-out</i>		
<i>All material handling surcharges</i>		

Drayage, Rigging, and Carpenter Labor Package

Includes	Cost	Comments
<i>Material handling charges for a maximum of 40 lbs. per sq. ft. of exhibit space (includes all equipment and labor for these services)</i>	<i>\$11.85</i>	<i>Per sq. ft.</i>
<i>Rigging and Millwright/Carpenter labor: Five man-hours per 100 sq. ft. of exhibit space. Rigging labor used on package includes use of forklift as required (up to 30,000 lb. fork)</i>		
<i>Removal, storage and return of empties</i>		
<i>Reloading of material on outbound vehicles</i>		
<i>Overtime move-in and move-out</i>		
<i>All material handling surcharges</i>		
<i>Weight over the above limitations will be charged at a rate of \$7.50 per CWT.</i>		

Material Handling Package

Includes	Cost	Comments
<i>Material handling charges for a maximum of 35 lbs. per sq. ft. of exhibit space</i>	<i>\$5.50</i>	<i>Per sq. ft.</i>
<i>All equipment and labor for these services</i>		
<i>Removal, storage and return of empties</i>		
<i>Reloading of material on outbound vehicles</i>		
<i>Overtime move-in and move-out</i>		
<i>All material handling surcharges</i>		
<i>Weight over the above limitations will be charged at a rate of \$7.50 per CWT.</i>		

Exhibitor Material Handling

Material Handling includes delivery of exhibit materials from the dock to an assigned exhibit space, removing empty crates, returning empty crates at the end of show for packaging, and delivering packed crates back to dock for carrier loading.

GES will provide material handling services to show management as described below.

Description	Includes	Cost	Comments
<i>Advance warehouse Per 200 lb. minimum</i>	<i>Receipt and storage for 30 days; Targeted delivery to exhibit space; Removal, storage, and return of empty crates;</i>	<i>\$50.60</i>	<i>ST/ST</i>
	<i>Delivery of packed crates to loading dock and loading onto outgoing common carriers</i>	<i>\$60.70</i>	<i>ST/OT</i>
		<i>\$72.70</i>	<i>OT/OT</i>
<i>Direct to show site</i>	<i>Crated or skidded shipment (includes display cases and cartons)</i>	<i>\$44.00</i>	<i>ST/ST</i>
		<i>\$55.00</i>	<i>ST/OT</i>
		<i>\$66.00</i>	<i>OT/OT</i>
	<i>Uncrated and or pad-wrapped</i>	<i>\$55.00</i>	<i>ST/ST</i>
		<i>\$68.75</i>	<i>ST/OT</i>
		<i>\$82.50</i>	<i>OT/OT</i>
<i>Small package (first carton)</i>	<i>Maximum weight is 50 lbs. per shipment, per delivery. Includes UPS and Federal Express shipments.</i>	<i>\$31.90</i>	
<i>Additional small package carton</i>		<i>\$10.45</i>	<i>Each</i>

There will be a labor charge based on actual costs to GES for special delivery to exhibit hall prior to move-in and setup of show.

Show Site Machinery Handling Straight Time Rates

The following rates are for straight time. Machinery unloaded or loaded on overtime will incur an additional 25% surcharge each way. Straight time is defined as 8:00 AM to 5:00 PM, Monday – Friday. Overtime is defined as all other times.

Weight allowance	Rate	Comments
<i>200 lb. minimum – 5,000 lbs</i>	<i>\$21.20</i>	<i>Per CWT round trip</i>
<i>5,001 lbs – 10,000 lbs.</i>	<i>\$19.85</i>	<i>Per CWT round trip</i>
<i>10,000 lbs. – 20,000 lbs.</i>	<i>\$17.35</i>	<i>Per CWT round trip</i>
<i>20,001 lbs. – 30,000 lbs.</i>	<i>\$15.35</i>	<i>Per CWT round trip</i>
<i>30,001 lbs. – 40,000 lbs.</i>	<i>\$13.35</i>	<i>Per CWT round trip</i>
<i>40,001 lbs. - 50,000 lbs</i>	<i>\$12.40</i>	<i>Per CWT round trip</i>
<i>Over 50,000 lbs.</i>	<i>\$11.60</i>	<i>Per CWT round trip</i>
<i>Marshalling Yard Fee</i>	<i>\$23.50</i>	<i>Per shipment</i>

Crane/Forklift/Rigging Rates

A forklift is required for moving equipment or materials weighing 200 lbs. or more.

Description	Straight Time	Overtime	Comments
<i>Rigger Foreman</i>	\$72.60	\$114.40	<i>Per man hour</i>
<i>Rigger</i>	\$72.60	\$114.40	
Cranes, Hydro with Operator			
<i>Up to 15 ton</i>	\$236.85	\$294.15	
<i>Up to 20 ton</i>	\$256.00	\$313.20	
<i>Up to 25 ton</i>	\$256.55	\$337.50	
<i>Up to 30 ton</i>	\$303.90	\$383.90	
<i>Up to 35 ton</i>	\$349.25	\$429.90	
<i>Up to 50 ton</i>	\$519.60	\$510.50	
<i>Mobile rate</i>	\$163.60 each way		
Forklift Truck with Operator			
<i>Up to 8,000 lb. capacity</i>	\$90.20	\$131.35	
<i>8,001 to 12,000 lb. capacity</i>	\$148.95	\$190.30	
<i>12,001 to 15,000 lb. capacity</i>	\$158.50	\$202.85	
<i>15,001 to 20,000 lb. capacity</i>	\$184.50	\$219.70	
<i>20,000 to 25,000 lb. capacity</i>	\$215.90	\$255.50	
<i>Versalift 60,000 lb. capacity</i>	\$460.70	\$542.45	
Truck/Tractor with Driver	\$158.50	\$200.65	

Labor Rates

Labor rates are as follows

Quantity	Description	Includes	Cost	Comments
TBD	<i>Straight Time</i>	<i>Monday – Saturday 8:00 AM – 5:00 PM</i>	\$68.75	<i>Per man hour</i>
TBD	<i>Overtime</i>	<i>Monday – Saturday 5:00 PM – 8:00 PM, and Sunday 8:00 AM – 8:00PM</i>	\$85.95	<i>Per man hour</i>
TBD	<i>Double Time</i>	<i>Monday – Sunday 8:00 PM -8:00 AM and all holidays</i>	\$137.50	<i>Per man hour</i>

Carpeting

Sample of pricing – Complete details will be available in Exhibitor Services Manual

13 oz custom cut	\$3.04 per sq ft – Discount Rate	\$4.56 per sq ft – Regular Rate
Carpet Padding	\$1.34 per sq ft – Discount Rate	\$2.02 per sq ft – Regular Rate
Carpeting Package (includes 13 oz custom cut carpeting w/ 4 days of cleaning, padding and visqueen)	\$5.20 per sq ft – Discount Rate	\$7.83 per sq ft – Regular Rate

Furniture

Sample of pricing – Complete details will be available in Exhibitor Services Manual

	Discount Rate	Regular Rate
Plastic Chair	\$ 48.00	\$ 72.25
Contemporary Chair	\$ 76.75	\$115.25
Contemporary Stool	\$ 90.75	\$136.25
6' skirted table	\$126.25	\$189.50
6' skirted counter	\$140.75	\$211.00
Short starbase table	\$162.00	\$243.00

The full Exhibitor Services Manual providing complete details for all vendor products and services will be available beginning October 27, 2009 at the Exhibitors Meeting.

If you have any questions, please call Dan Carr at GES, 262/206-0028