



# Exhibition Place

## Item No. 19

April 1, 2011

**ACTION REQUIRED**

To: The Board of Governors of Exhibition Place

From: Dianne Young  
Chief Executive Officer

Subject: **Global Experience Specialists Canada – CNEA Agreement**

### Summary:

This report recommends approval of a four year (2011 to 2014) agreement between the CNEA and Global Experience Specialists (GES) Canada (“GES”) to provide the supply, installation and removal of exhibit wall system, carpeting and furnishings as well a miscellaneous labour. The estimated costs for the services to be supplied by GES are \$255,685.00 for 2011; \$262,077.13 for 2012; \$268,629.05 for 2013; and \$275,344.78 for 2014.

The proposed supplier successfully responded to a competitive Request for Quotation (RFQ) process managed by the City of Toronto Purchasing Department and conforms to Board of Governors policies,

### **Recommendation:**

**It is recommended that the Board approve a one year agreement between the CNEA and GES with an option to renew for 2012, 2013, 2014, on terms and conditions as outlined in subject report, and such other terms and conditions satisfactory to the CNEA General Manager and the CNEA Solicitor.**

### Financial Impact:

Funding for this agreement is provided for in the 2011 CNEA Operating Budget, and will be provided for in the 2012, 2013, 2014 budgets.

### Decision History:

At its meeting of March 31, 2011, the Board of Directors of the CNEA considered and recommended this report for approval by the Board.

### Issue Background:

Pursuant to the CNEA by-laws, if an agreement term exceeds one year, or is in excess of \$100,000.00, it requires approval by the Board of Governors of Exhibition Place.

### Comments:

On February 22, 2011 an RFQ was issued through the City of Toronto Purchasing and Material Management Division for the supply of exhibit wall systems, carpeting, furnishings and miscellaneous labour for the CNE during the period of 2011-2014. Only one response was received to this public tender from GES.

Since 1998, GES (formerly GES Exposition Services Canada Ltd.) has been the successful proponent for the supply of the items and services noted in this report. The chart attached to this report as Appendix "A" outlines the prices quoted for each item and includes all building, programmed areas, and miscellaneous labour across the grounds during the CNE event.

GES has extensive experience in servicing the trade and consumer show industry in this capacity and due to its past involvement with the CNE, has a clear understanding of the CNE's requirements and have been extremely efficient in providing this service to the CNE.

Contact:

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Dianne Young  
Chief Executive Officer

Appendix A

PRICE SCHEDULE – WALL SYSTEMS ETC.

Description	Qty	GES 2011	Total Cost	GES 2012	GES 2013	GES 2014
Hard Wall System 10'x10' (shell only)	300	\$202.00	\$60,600.00	\$207.05	\$212.23	\$217.53
Name Sign 10"x44"	120	\$8.50	\$1,020.00	\$8.71	\$8.93	\$9.15
Hardwall System 10'x10'	100	\$202.00	\$20,200.00	\$207.05	\$212.23	\$217.53
Name Sign 10"x44"	150	\$8.50	\$1,275.00	\$8.71	\$8.93	\$9.15
Hard Wall Booth System 15'x10'	250	\$210.00	\$52,500.00	\$215.25	\$220.63	\$226.15
Name Sign 2m.	240	\$16.00	\$3,840.00	\$16.40	\$16.81	\$17.23
Pipe & Drape Booths	1,100 lin. ft	\$6.50	\$7,150.00	\$6.66	\$6.83	\$7.00
Display Carpeting - 10'x10' booths	190	\$90.00	\$17,100.00	\$92.25	\$94.56	\$96.92
Display Carpeting - 15'x10' booths	250	\$112.00	\$28,000.00	\$114.80	\$117.67	\$120.61
Aisle Carpeting – 90” wide	20,000 lin. ft	\$3.20	\$64,000.00	\$3.28	\$3.36	\$3.45
<b>Total Quote</b>			<b>\$255,685.00</b>	<b>\$262,077.13</b>	<b>\$268,629.05</b>	<b>\$275,344.78</b>

<i>Additional Labour Services</i>	<i>Qty</i>	<i>GES 2011</i>	<i>Total Cost</i>	<i>GES 2012</i>	<i>GES 2013</i>	<i>GES 2014</i>
-- Regular Hours		\$71.00		\$73.00	\$75.00	\$77.00
-- Overtime Hours		\$106.00		\$109.00	\$112.00	\$115.00
-- Stat Holidays		\$142.00		\$146.00	\$150.00	\$154.00
<b>Forklift w Operator</b>						
-- Regular Hours		\$110.00		\$115.00	\$120.00	\$125.00
-- Overtime Hours		\$140.00		\$145.00	\$150.00	\$155.00
-- Stat Holidays		\$146.00		\$150.00	\$154.00	\$158.00
<i>Additional Rental Items</i>	<i>Qty</i>	<i>GES 2011</i>	<i>Total Cost</i>	<i>GES 2012</i>	<i>GES 2013</i>	<i>GES 2014</i>
Show Cases 41" - 1/3 glass	4	\$150.00	\$600.00	\$153.75	\$157.59	\$161.53
Show Cases 41" - 2/3 glass	4	\$150.00	\$600.00	\$153.75	\$157.59	\$161.53
Show Cases 96"	6	\$210.00	\$1,260.00	\$215.25	\$220.63	\$226.15
6' Tables - Vinyl top	100	\$12.00	\$1,200.00	\$12.30	\$12.61	\$12.92
8' Tables - vinyl top	200	\$13.00	\$2,600.00	\$13.33	\$13.66	\$14.00
6' skirted tables	100	\$40.00	\$4,000.00	\$41.00	\$42.03	\$43.08
8' skirted tables	100	\$40.00	\$4,000.00	\$41.00	\$42.03	\$43.08
Stanchions, chrome	50	\$20.00	\$1,000.00	\$20.50	\$21.01	\$21.54
Refrigerators, bar size	5	\$120.00	\$600.00	\$123.00	\$126.08	\$129.23
Refrigerator, full size	6	\$400.00	\$2,400.00	\$410.00	\$420.25	\$430.76
Microwave ovens	3	\$100.00	\$300.00	\$102.50	\$105.06	\$107.69
Desks, double pedestal	6	\$100.00	\$600.00	\$102.50	\$105.06	\$107.69
Desk chairs, exec style	6	\$60.00	\$360.00	\$61.50	\$63.04	\$64.61
Client chairs	12	\$70.00	\$840.00	\$71.75	\$73.54	\$75.38
Couches, 3 seat	10	\$230.00	\$2,300.00	\$235.75	\$241.64	\$247.68
Arm Chairs	10	\$90.00	\$900.00	\$92.25	\$94.56	\$96.92
Coffee Tables	6	\$65.00	\$390.00	\$66.63	\$68.29	\$70.00
End Tables	6	\$60.00	\$360.00	\$61.50	\$63.04	\$64.61
Sign Holders	20	\$32.00	\$640.00	\$32.80	\$33.62	\$34.46
Sign Holders	20	\$32.00	\$640.00	\$32.80	\$33.62	\$34.46
Garment Racks	6	\$20.00	\$120.00	\$20.50	\$21.01	\$21.54
<b>Total Quote</b>			<b>\$25,710.00</b>	<b>\$26,352.75</b>	<b>\$27,011.57</b>	<b>\$27,686.86</b>

