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April 24, 2008

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: CNEA Agreement – GES Canada

Summary:

GES Canada has supplied exhibit wall systems, carpeting, furnishing and miscellaneous labour services to the CNEA for ten years. The firm is exceptionally efficient in providing these products and service. GES Canada meets or exceeds all government regulations with respect to the provision of these products and service. They have been a leader amongst CNE suppliers in following OHS/A regulations with respect to the work they undertake.

This report seeks approval of an agreement, with an option to renew, to provide exhibit wall systems, carpeting, furnishings and miscellaneous labour services for the CNEA. The proposed supplier successfully replied to an RFQ which conformed to Board of Governors and City of Toronto policies.

Recommendation:

It is recommended that the attached report (Appendix "A") from the General Manager of the CNEA dated January 29, 2008 with respect to a one-year (2008) agreement, with an option to renew for 2009, 2010 between the CNEA and GES Canada be approved.

Financial Implications and Impact Statement:

Funding for the rental of exhibit wall systems, carpeting, furnishings in an amount not to exceed \$772,184 over the three years of the agreement is provided for in the approved 2008 CNEA Budget and will also be included in the 2009 and 2010 CNEA Budget, therefore there are no negative budget implications. Miscellaneous labour services will be provided for at the hourly rates and will not exceed approved 2008 CNEA Budget and will be included in the 2009, 2010 CNEA Budget.

Decision History:

The attached report was considered and recommended for approval by the Board of Directors of the CNEA at its meeting of April 24, 2008.

Contact:

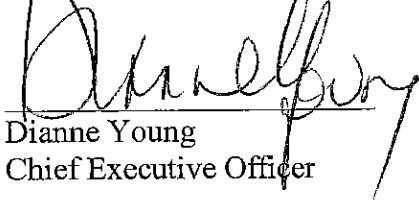
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Dianne Young

Chief Executive Officer



Appendix A

April 17, 2008

To: The Executive Committees and the Board of Directors
Canadian National Exhibition Association

From: David Bednar
General Manager

Subject: **2008 - 2010 GES for the CNE**

Summary:

This report seeks the approval of the Executive Committee and the Board of Directors, subject to the approval of the Board of Governors of Exhibition Place, that the CNEA enter into a three-year agreement with GES Canada for the supply, installation and removal of exhibit wall systems, carpeting, and furnishings as well as miscellaneous labour for the 2008, 2009 and 2010 CNE's. GES Canada successfully responded to an RFQ issued through the City of Toronto Purchasing and Material Management Division.

Recommendation:

It is recommended that the CNEA enter into a three year agreement with GES Canada to provide the supply, installation and removal of exhibit wall system, carpeting and furnishings as well a miscellaneous labour for the 2008-2010 CNE's inclusive on terms and conditions outlined in this report, and such other terms and conditions satisfactory to the General Manager and the CNEA Solicitor.

Financial Impact:

Funding for this agreement was provided for in the 2008 approved CNEA budget and will be provided for in the 2009 and 2010 recommended CNEA budgets. There will be no financial negative impact.

Decision History:

Pursuant to CNEA by-laws, all expenses in excess of \$100,000 CAD are to be approved by the Board of Directors. Pursuant to Board of Governors policy all agreements greater than one year must be approved by the Board of Governors of Exhibition Place.

Comments:

On February 14, 2008, 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 2008-2010 Canadian National Exhibition inclusive. One response was received from GES Canada.

Contracted services for the supply, installation and removal of exhibit wall systems, carpeting and miscellaneous furnishings and labour are included in the 2008 annual budget. These services and items are normally contracted out to a third party. Since 1998 GES Canada, (formerly GES Exposition Services Canada Ltd.) has been the successful proponent for the supply of these items and services.

The attached charts (Appendix A) outline the prices quoted for each item. In 2007 the total expenditure with GES was \$542,988, in 2006 \$588,307 and in 2005 \$535,194. These totals include all building, programmed areas and miscellaneous labour across the CNE grounds.

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

Respectfully submitted,

Contact: **Virginia Ludy, Operations Manager**
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Scott Lytle, Rentals Manager
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David Bednar
General Manager

PRICE SCHEDULE – WALL SYSTEMS ETC.

<i>Description</i>	<i>Qty</i>	<i>GES 2008</i>	<i>Total Bid</i>	<i>GES 2009</i>	<i>GES 2010</i>
Hard Wall System 10'x10' (shell only)	190	\$205.20	\$38,988	\$221.40	\$226.80
Name Sign 10"x44"	120	\$8.75	\$ 1,050	\$8.85	\$8.96
Hardwall System 10'x10'	160	\$205.20	\$32,832	\$221.40	\$226.80
Name Sign 10"x44"	100	\$8.75	\$875.00	\$8.85	\$8.96
Hard Wall Booth System 15'x10'	250	\$205.20	\$51,300	\$221.40	\$226.80
Name Sign 2m.	200	\$16.20	\$3,240.00	\$16.20	\$16.20
Pipe & Drape Booths	1,100'	\$7.29/ft.	\$8019.00	\$7.29/ft.	\$7.20/ft.
Display Carpeting - 10'x10' booths	160	\$100.44	\$16,070.40	\$103.68	\$106.92
Display Carpeting - 15'x10' booths	250	\$112.32	\$28,080.00	\$118.80	\$124.20
Aisle Carpeting - 18,000 linear ft.	6'	\$2.48	\$44,640.00	\$2.59	\$2.70
Total Quote			\$225,094	\$236,698	\$243,605

Additional Services	Qty	GES 2008	Total Bid	GES 2009	GES 2010
Labour Services					
-- Regular Hours		\$63.00		\$66.00	\$69.00
-- Overtime Hours		\$89.00		\$92.00	\$95.00
-- Stat Holidays		\$126.00		\$132.00	\$138.00
Forklift w Operator					
-- Regular Hours		\$92.00		\$95.00	\$98.00
-- Overtime Hours		\$108.00		\$113.00	\$118.00
-- Stat Holidays		\$184.00		\$190.00	\$196.00
Rental Items	Qty	GES 2008	Total Bid	GES 2009	GES 2010
Show Cases 41" - 1/3 glass	4	\$135.00	\$540.00	\$140.40	\$145.80
Show Cases 41" - 2/3 glass	4	\$135.00	\$540.00	\$140.40	\$145.80
Show Cases 96"	6	\$216.00	\$1296.00	\$216.00	\$216.00
6' Tables - Vinyl top	100	\$11.34	\$1134.00	\$11.61	\$11.88
8' Tables - vinyl top	200	\$11.34	\$2268.00	\$11.61	\$11.88
6' skirted tables	100	\$38.88	\$3,888.00	\$39.42	\$39.96
8' skirted tables	100	\$38.88	\$3,888.00	\$39.42	\$39.96
Stanchions, chrome	50	\$28.08	\$1,404.00	\$29.16	\$30.24
Refrigerators, bar size	5	\$86.40	\$432.00	\$86.40	\$86.40
Refrigerator, full size	6	\$194.40	\$1166.40	\$194.40	\$194.40
Microwave ovens	3	\$86.40	\$259.20	\$86.40	\$86.40
Desks, double pedestal	6	\$70.20	\$421.20	\$73.44	\$75.60
Desk chairs, exec style	6	\$56.16	\$336.96	\$58.32	\$60.48
Client chairs	12	\$77.76	\$933.12	\$79.92	\$81.08
Couches, 3 seat	10	\$200.60	\$2006.00	\$205.20	\$210.60
Arm Chairs	10	\$22.68	\$226.80	\$23.76	\$24.84
Coffee Tables	6	\$34.56	\$207.36	\$36.72	\$38.88
End Tables	6	\$34.56	\$207.36	\$36.72	\$38.88
Sign Holders	20	\$28.08	\$561.60	\$29.16	\$30.24
Garment Racks	6	\$16.80	\$100.80	\$16.80	\$16.80
Total Quote			\$21,816.80	\$22,265.64	\$22,704.00