



EXHIBITION PLACE

April 28, 2005

To: The Board of Governors of Exhibition Place

From: Dianne Young
General Manager & CEO

Subject: **GES Exposition Services (Canada) Ltd.**

Purpose:

This report is submitted for the consideration of the Board of Governors.

Financial Implications and Impact Statement:

There are no negative financial implications resulting from the adoption of this report, as the expense for this agreement was included in the 2005 Operating Budget.

Recommendation:

It is recommended that the attached report from the General Manager of the CNEA dated April 11, 2005 with respect to a three-year agreement (2005, 2006 and 2007 CNE's) with GES Exposition Services (Canada) Ltd., be approved.

Background:

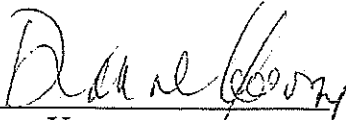
The attached report was considered and approved by the Board of Directors of the CNEA at its meeting of April 28, 2005.

Comments:

This report recommends approval of a three-year agreement with GES Exposition Services (Canada) Ltd.

Contact:

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Dianne Young
General Manager & CEO



The following report was reviewed by the Executive Committee at its meeting of April 21, 2005 and is recommended to the Board of Directors for APPROVAL.

April 11, 2005

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

From: David Bednar
General Manager

Subject: Exhibit Wall System, Carpeting, Furnishings and Miscellaneous Labour

Recommendation:

This report is submitted for the approval of the Executive Committee and the Board of Directors, subject to the approval of the Board of Governors of Exhibition Place. It is recommended that the CNEA enter into a three-year agreement with GES Exposition Services (Canada) Ltd. for the supply, installation and removal of Exhibit Wall System, Carpeting and Furnishings as well as Miscellaneous Labour for the 2005, 2006 and 2007 Canadian National Exhibition.

Background:

Pursuant to the CNEA by-laws, expenses in excess of \$100,000 are to be approved by the Board of Directors. By mutual agreement, contracts whose terms exceed one year require the approval of the Board of Governors.

Discussion:

Contracted services for the supply, installation and removal of exhibit wall systems, carpeting and miscellaneous furnishings and labour are included within the overall budget for the 2005 annual CNE. These services and items are normally contracted out to a third party. Since 1998 GES Exposition Services (Canada) Ltd. Has been the successful proponent for the supply of these items and services.

Quotations were called through the City of Toronto's Purchasing and Material Management Division to supply, install and remove Exhibit Wall System, Carpeting and Furnishings as well as Miscellaneous Labour for the 2005, 2006 and 2007 CNEs. One quote was received from GES Exposition Services (Canada) Ltd.

The attached charts that follow, (Appendix A) outline the prices quoted for each item. In 2004 the total expenditure with GES was approximately \$500,000 and in 2003 the total was

approximately \$475,000. This total includes all buildings, 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 fair in the past.

Conclusion:

This report recommends that an open service agreement with GES Exposition Services Canada Ltd. be established for a cost not to exceed \$525,000 for each of the 2005, 2006, and 2007 CNE's for the supply, installation and removal of Exhibit Wall Systems, Carpeting, Furnishings, and Miscellaneous Labour.

Respectfully submitted,



David Bednar
General Manager

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Appendix A

PRICE SCHEDULE – WALL SYSTEMS ETC.

<i>Description</i>	<i>Qty</i>	<i>GES 2005</i>	<i>Total Bid</i>	<i>GES 2006</i>	<i>GES 2007</i>
Hard Wall System 10'x10' (shell only)	120	\$200.88	\$24,105.60	\$200.88	\$200.88
Name Sign 10"x44"	100	\$8.66	\$ 866.00	\$8.66	\$8.66
Hardwall System 10'x10'	175	\$200.88	\$35,154.00	\$200.88	\$200.88
Name Sign 10"x44"	125	\$8.66	\$1,082.50	\$8.66	\$8.66
Hard Wall Booth System 15'x10'	270	\$200.88	\$54,237.60	\$200.88	\$200.88
Name Sign 2m.	200	\$16.20	\$3,240.00	\$16.20	\$16.20
Hardwall System 10'x10'	40	\$200.88	\$8,035.20	\$200.88	\$200.88
Name Sign - 2m	30	\$16.20	\$486.00	\$16.20	\$16.20
Pipe & Drape Booths	20	\$21.60	\$432.00	\$21.60	\$21.60
Display Carpeting - 10'x10' booths	175	\$97.20	\$17,010.00	\$97.20	\$97.20
Display Carpeting - 15'x10' booths	270	\$108.00	\$29,160.00	\$108.00	\$108.00
Display Carpeting - 10'x10' booths	40	\$97.20	\$3888.00	\$97.20	\$97.20
Aisle Carpeting - 17,000 linear ft.	6'	\$2.35	\$39,950.00	\$2.35	\$2.35
Total Quote			\$217,646.90		

<i>Additional Services</i>	<i>Qty</i>	<i>GES 2005</i>	<i>Total Bid</i>	<i>GES 2006</i>	<i>GES 2007</i>
Labour Services					
-- Regular Hours		\$58.00		\$59.00	\$60.00
-- Overtime Hours		\$82.00		\$84.00	\$86.00
-- Stat Holidays		\$116.00		\$118.00	\$120.00
Forklift w Operator					
-- Regular Hours		\$83.00		\$85.00	\$87.00
-- Overtime Hours		\$103.00		\$105.00	\$107.00
-- Stat Holidays		\$136.00		\$138.00	\$140.00
			Total Bid	GES 2006	GES 2007
<i>Rental Items</i>	<i>Qty</i>	<i>GES 2005</i>	<i>Total Bid</i>	<i>GES 2006</i>	<i>GES 2007</i>
Show Cases 41" - 1/3 glass	4	\$129.80	\$519.20	\$129.80	\$129.80
Show Cases 41" - 2/3 glass	4	\$129.80	\$519.20	\$129.80	\$129.80
Show Cases 96"	6	\$216.00	\$1296.00	\$216.00	\$216.00
6' Tables - Vinyl top	100	\$10.80	\$1080.00	\$10.80	\$10.80
8' Tables - vinyl top	200	\$10.80	\$2160.00	\$10.80	\$10.80
6' skirted tables	100	\$37.80	\$3780.00	\$37.80	\$37.80
8' skirted tables	100	\$37.80	\$3780.00	\$37.80	\$37.80
Draw drums, large	2	\$54.00	\$108.00	\$54.00	\$54.00
Draw drums, small	1	\$32.40	\$32.40	\$32.40	\$32.40
Stanchions, chrome	50	\$27.00	\$1350.00	\$27.00	\$27.00
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	\$64.80	\$388.80	\$64.80	\$64.80
Desk chairs, exec style	6	\$54.80	\$328.80	\$54.80	\$54.80
Client chairs	12	\$75.60	\$907.20	\$75.60	\$75.60
Couches, 3 seat	10	\$194.40	\$1944.00	\$194.40	\$194.40
Arm Chairs	10	\$21.60	\$216.00	\$21.60	\$21.60
Coffee Tables	6	\$32.40	\$194.40	\$32.40	\$32.40
End Tables	6	\$32.40	\$194.40	\$32.40	\$32.40
Sign Holders	10	\$27.00	\$270.00	\$27.00	\$27.00
Garment Racks	6	\$27.00	\$162.00	\$27.00	\$27.00
White picket fence 150'	1	\$259.20	\$259.20	\$259.20	\$259.20
Total Quote			\$21,337.20		