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EXHIBITION PLACE

August 27, 2004

To: The Board of Governors of Exhibition Place

From: Dianne Young
General Manager & CEO

Subject: **P.A. Plus Productions Inc. - CNEA Agreement**

Recommendation:

It is recommended that the Board of Governors concur with the recommendation of the Executive Committee of the CNEA with respect to entering into a three-year agreement (2004, 2005 and 2006 CNE's) with P.A. Plus Productions Inc. based on the terms and conditions outlined in the attached report from the General Manager of the CNEA dated August 12, 2004.

Background:

At its meeting of August 4, 2004, the CNEA Board delegated its powers with respect to the operation of the 2004 CNE to its Executive Committee and General Manager.

The attached report was considered and approved by the CNEA Executive Committee on August 23, 2004 and will be formally ratified by the Board of Directors of the CNEA at its meeting of September 23, 2004.

Discussion:

In accordance with By-law no. 2-99, Section 29, all CNEA agreements over a one-year term requires approval of the Board of Governors.

Conclusion:

This report recommends that the Board authorize a three-year agreement between the CNEA and P.A. Plus Productions Inc.

Contact:

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Dianne Young
General Manager & CEO
att.



August 12, 2004

To: The Executive Committee
Canadian National Exhibition Association

From: David Bednar, General Manager

Subject: P.A. Plus Productions Inc.

Recommendation:

This report is submitted for the approval of the Executive Committee, on behalf of the Board of Directors, and then be forwarded to the Board of Governors for approval. It is recommended that the CNEA enter into a three-year agreement with P.A. Plus Productions Inc. to provide the sound system for the Bandshell during the dates of the Canadian National Exhibition on the terms and conditions set out in this report.

Background:

All CNEA agreements outside a one-year term must be submitted to the Board of Governors for approval, after being approved by the Executive and Board of Directors.

At its meeting of August 4th, 2004, the Board of Directors delegated its power to the Executive Committee until the completion of the 2004 CNE.

Discussion:

Every year the CNEA sends an RFQ through our Purchasing Department for the technical equipment required for the Bandshell.

This year the requests were sent to sixteen companies, garnering four proposals. Upon reviewing the quotes we received it was discovered that the quote from P.A. Plus Productions was the lowest at \$18,700, and that their quote for optional years 2 and 3 were lower than the next lowest bidders year 1 quote. (Please see Appendix A)

The staff and our technical crew from Parallel Productions know and are comfortable working with P.A. Plus Productions and recommend we enter a three-year agreement with them. This would allow to better budget future years at the best price.

Conclusion:

This report recommends entering into a three-year agreement with P.A. Plus Productions Inc. to provide the required sound system at the Bandshell.

Respectfully submitted,

David Bednar
General Manager, CNEA

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SUMMARY OF PRICES
 QUOTATION #2101-04-3226
 CLOSED JULY 14, 2004

RENTAL OF SOUND REINFORCEMENT EQUIPMENT (SOUND SYSTEM)

DESCRIPTION	P. A. PLUS PRODUCTIONS INC.	APEX SOUND & LIGHT CORPORATION	WESTBURY NATIONAL SHOW SYSTEMS	VERTEX SOUND AND LIGHTING COMPANY LTD
For the 2004 CNE	\$17,850.00	\$19,326.00	\$20,931.00	\$21,600.00
For the 2005 CNE (Optional 2nd year)	\$18,385.50	\$19,326.00	\$20,931.00	\$22,000.00
For the 2006 CNE (Optional 3rd year)	\$18,937.07	\$20,292.30	\$21,931.00	\$22,000.00
TERMS	Net	2% - 10, Net 30 Days	5% - 5 Days	Net 30 Days
Guaranteed delivery or completion after receipt of an official Purchase Order	As set out in Quotation Request	As per schedule	60 Days	5 Business Days
Is environmentally preferred products/service being offered?	Yes	Yes	Yes	Yes
Environmental benefit of the product/service offered.	Speaker & Amplifier Efficiency requires less electrical power	N/A	Compact/Lightweight	Meyer Speakers consume less electrical power than conventional AMP rack driven systems

Price complete as specified, for the provision on a RENTAL basis of Sound Reinforcement Equipment (Sound System) including Supervision of equipment, Installation, Removal and Transportation costs, also including Ontario Retail Sales Tax, excluding Goods and Services Tax.