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May 16, 2002

**EXHIBITION PLACE**

To: The Board of Governors of Exhibition Place

From: Dianne Young  
General Manager & CEO

Subject: GES Exposition Services (Canada) Ltd. Agreement

**Recommendation:**

It is recommended that the Board of Governors concur with the recommendation of the Board of Directors of the CNEA with respect to entering into a three-year agreement (2002, 2003 and 2004 CNEs) with GES Exposition Services (Canada) Ltd. based on the terms and conditions outlined in the attached report from the General Manager of the CNEA dated May 2, 2002.

**Background:**

The attached report will be considered by the Board of Directors of the CNEA at its meeting of May 30, 2002. Should the above recommendation change, the Corporate Secretary will report any changes to the Board on May 31st.

**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 GES Exposition Services (Canada) Ltd.

**Contact:**

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Submitted by:

Dianne Young  
General Manager & CEO

att.



THE BOARD OF GOVERNORS OF EXHIBITION PLACE

Exhibition Place, Toronto, Ontario M6K 3C3 Tel: (416) 263-3600



May 2, 2002

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

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**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 2002, 2003 and 2004 Canadian National Exhibition.**

**Background:**

The by-laws of the CNE Association require that expenses in excess of \$100,000 be approved by the Board of Directors. Agreements whose terms exceed 3 years also require 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 2002 annual CNE. These services and items are normally contracted out to a third party. From 1998 to 2001 inclusive GES Exposition Services (Canada) Ltd. was 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 2002, 2003 and 2004 Canadian National.

Two quotes were received - one from Freeman Decorating and the second from GES Exposition Services (Canada) Ltd.

The attached charts that follow, (Appendix A), outline the prices quoted for each item. In 2001 the total expenditure with GES was approximately \$400,000 and in 2000 the total was approximately \$420,000. This total includes all buildings across the CNE grounds, covering most programmed areas of the fair.

Each company has extensive experience in servicing the trade and consumer show industry in this capacity. As indicated in Appendix A, the bid by GES is considerably less expensive than that of Freeman Decorating. GES, due to their past experience at the CNE, have 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 \$425,000 for each of 2002, 2003, and 2004 CNE's for the supply, installation and removal of Exhibit Wall Systems, Carpeting, Furnishings, and Miscellaneous Labour.

Respectfully submitted,



David Bednar  
General Manager

Contact: *Lindan Toole*  
*Rentals Manager*  
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# Appendix A

## Price Schedule – Wall Systems, Etc.

Description	Qty	GES 02	Total Bid	Freeman 02	Total Bid	GES 03	Freeman 03	GES 04	Freeman 04
Hard Wall System 10'x10' (shell only)	80	\$192.60	\$15,408.00	\$540.00	\$43,200.00	\$192.60	\$550.00	\$192.60	\$562.00
Name Sign 10"x44"	100	\$8.64	\$ 864.00	\$5.40	\$540.00	\$8.64	\$5.40	\$8.64	\$5.40
Hardwall System 10'x10'	175	\$192.60	\$33,705.00	\$540.00	\$94,500.00	\$192.60	\$550.00	\$192.60	\$562.00
Name Sign 10"x44"	125	\$8.64	\$1,080.00	\$5.40	\$675.00	\$8.64	\$5.40	\$8.64	\$5.40
Hard Wall Booth System 15'x10'	235	\$192.60	\$45,261.00	\$648.00	\$152,280.00	\$192.60	\$659.00	\$192.60	\$670.00
Name Sign 2m.	165	\$17.28	\$2851.20	\$81.00	\$13,365.00	\$17.28	\$81.00	\$17.28	\$81.00
Hardwall System 10'x10'	40	\$192.60	\$7704.00	\$540.00	\$21,600.00	\$192.60	\$550.00	\$192.60	\$562.00
Name Sign - 2m	30	\$17.28	\$518.40	\$81.00	\$2430.00	\$17.28	\$81.00	\$17.28	\$81.00
Pipe & Drape Booths	15	\$54.00	\$810.00	\$16.00	\$240.00	\$54.00	\$16.00	\$54.00	\$16.00
Display Carpeting - 10'x10' booths	175	\$97.20	\$17,010.00	\$108.00	\$18,900.00	\$97.20	\$113.00	\$97.20	\$119.00
Display Carpeting - 15'x10' booths	235	\$108.00	\$25,380.00	\$162.00	\$38,070.00	\$108.00	\$173.00	\$108.00	\$184.00
Display Carpeting 10'x10' booths	40	\$97.20	\$3888.00	\$108.00	\$4320.00	\$97.20	\$113.00	\$97.20	\$119.00
Aisle Carpeting 17,000 linear ft.	6'	\$2.35	\$39,950.00	\$3.08	\$52,360.00	\$2.35	\$3.08	\$2.35	\$3.35
<b>Total Quote</b>			<b>\$194,429.60</b>		<b>\$442,480.00</b>				
<b>Additional Services</b>									
Labour Services									
-- Regular Hours		\$52.00		\$59.40		\$55.00	\$62.37	\$58.00	\$65.49
-- Overtime Hours		\$78.00		\$88.20		\$80.00	\$92.61	\$82.00	\$97.24
--Stat Holidays		\$104.00		\$118.80		\$110.00	\$124.74	\$116.00	\$130.98
<b>Forklift w Operator</b>									
--Regular Hours		\$77.00		\$111.15		\$80.00	\$116.70	\$83.00	\$122.54
--Overtime Hours		\$97.00		\$139.95		\$100.00	\$146.95	\$103.00	\$154.30
--Stat Holidays		\$124.00		\$166.95		\$130.00	\$175.30	\$136.00	\$184.07

<i>Rental Items</i>	<i>Qty</i>	<i>GES 02</i>	<i>Total Bid</i>	<i>Freeman 02</i>	<i>Total Bid</i>	<i>GES 03</i>	<i>Freeman 03</i>	<i>GES 04</i>	<i>Freeman 04</i>
Show Cases 41" 1/3 glass	4	\$129.80	\$519.20	\$216.00	\$864.00	\$129.80	\$226.00	\$129.80	\$237.00
Show Cases 41" 2/3 glass	4	\$129.80	\$519.20	\$216.00	\$864.00	\$129.80	\$226.00	\$129.80	\$237.00
Show Cases 96"	6	\$216.00	\$1296.00	\$270.00	\$1620.00	\$216.00	\$280.00	\$216.00	\$291.00
6' Tables - Vinyl top	100	\$10.80	\$1080.00	\$27.00	\$2700.00	\$10.80	\$27.00	\$10.80	\$29.00
8' Tables - vinyl top	200	\$10.80	\$2160.00	\$29.00	\$5800.00	\$10.80	\$29.00	\$10.80	\$29.00
6' skirted tables	100	\$37.80	\$3780.00	\$43.00	\$4300.00	\$37.80	\$45.00	\$37.80	\$47.00
8' skirted tables	100	\$37.80	\$3780.00	\$48.00	\$4800.00	\$37.80	\$50.00	\$37.80	\$53.00
Draw drums, large	2	\$54.00	\$108.00	\$75.00	\$150.00	\$54.00	\$75.00	\$54.00	\$75.00
Draw drums, small	1	\$32.40	\$32.40	\$43.00	\$43.00	\$32.40	\$43.00	\$32.40	\$43.00
Stanchions, chrome	50	\$27.00	\$1350.00	\$27.00	\$1350.00	\$27.00	\$27.00	\$27.00	\$27.00
Refrigerators, bar size	5	\$86.40	\$432.00	\$81.00	\$405.00	\$86.40	\$81.00	\$86.40	\$81.00
Refrigerator, full size	6	\$194.40	\$1166.40	\$378.00	\$2268.00	\$194.40	\$405.00	\$194.40	\$432.00
Microwave ovens	3	\$86.40	\$259.20	\$173.00	\$519.00	\$86.40	\$173.00	\$86.40	\$173.00
Desks, double pedestal	6	\$64.80	\$388.80	\$75.00	\$450.00	\$64.80	\$75.00	\$64.80	\$83.00
Desk chairs, exec style	6	\$54.80	\$328.80	\$59.00	\$354.00	\$54.80	\$59.00	\$54.80	\$65.00
Client chairs	12	\$75.60	\$907.20	\$16.00	\$192.00	\$75.60	\$16.00	\$75.60	\$16.00
Couches, 3 seat	10	\$194.40	\$1944.00	\$237.00	\$2370.00	\$194.40	\$237.00	\$194.40	\$261.00
Arm Chairs	10	\$21.60	\$216.00	\$124.00	\$1240.00	\$21.60	\$124.00	\$21.60	\$136.00
Coffee Tables	6	\$32.40	\$194.40	\$75.00	\$450.00	\$32.40	\$75.00	\$32.40	\$83.00
End Tables	6	\$32.40	\$194.40	\$56.00	\$336.00	\$32.40	\$56.00	\$32.40	\$61.00
Sign Holders	10	\$27.00	\$270.00	\$27.00	\$270.00	\$27.00	\$27.00	\$27.00	\$27.00
Garment Racks	6	\$27.00	\$162.00	\$54.00	\$324.00	\$27.00	\$54.00	\$27.00	\$54.00
White picket fence 150'	1	\$216.00	\$216.00	\$11.00 ft	\$1650.00	\$216.00	\$1650.00	\$216.00	\$1650.00
<b>Total Quote</b>			<b>\$21,304.00</b>		<b>\$33,319.00</b>				