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EXHIBITION PLACE

September 14, 2007

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: Westbury National Show Systems - CNEA Agreement

Purpose:

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

Financial Implications and Impact Statement:

The agreement recommended in this report will result in an expenditure of \$22,315 which is included in the CNEA Budget.

Recommendation:

It is recommended that the attached report from the General Manager of the CNEA dated September 6, 2007 with respect to a three-year (2007 to 2009) agreement between the CNEA and Westbury National Show Systems, be approved.

Background:

The attached report will be considered and recommended for approval by the Board of Directors of the CNEA at its meeting of September 20, 2007. Should the recommendation change, the Board will be advised at its meeting on September 24, 2007.

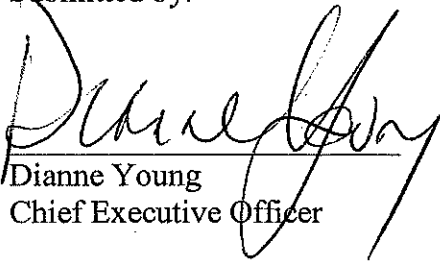
Comments:

This report recommends approval of a three-year agreement between the CNEA and Westbury National Show Systems.

Contact:

Fatima Scagnol
Corporate Secretary
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Submitted by:



Dianne Young
Chief Executive Officer



September 6, 2007

To: The Executive Committee & Board of Directors
Canadian National Exhibition Association

From: David Bednar
General Manager

Subject: Westbury National Show Systems

Recommendation:

This report is submitted for the approval of the Executive Committee and 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 Westbury National Show Systems 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.

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 23 companies which garnered only four proposals. Only three of the four proposals complied with all requested information. The quote submitted by Westbury National Show Systems was the lowest acceptable proposal at \$22,315.15, and their quote for the two optional years remained lower than the other two bidders. (Please see Appendix A – RFQ working file). We have worked with Westbury National Show Systems in the past and are comfortable with their work. We feel that working with Westbury National Show Systems will give us both an excellent price and excellent service.

Conclusion:

This report recommends entering into a three-year agreement with Westbury National Show Systems to provide the required sound system at the Bandshell.

Respectfully submitted,

David Bednar
General Manager, CNEA

Contact: **Zis Parras**
Programs Manager
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Appendix A

SUMMARY OF PRICES
RFQ #2102-07-3164
CLOSING DATE: JUNE 13, 2007

Provision of all labour, materials, services, supervision, supplies, tools, permits, apparatus, transportation, mileage, equipment and incidentals required to perform all operations necessary for the supply, delivery, installation, commissioning, maintenance and removal of Sound Reinforcement Equipment (Sound System) on a rental basis to the Bandshell Venue at the Canadian National Exhibition, Exhibition Place, Toronto, for the period of August 17, 2007 to September 3, 2007 (2007 CNE) with the option in favor of Exhibition Place to renew the Contract for two (2) separate additional periods (2008 & 2009 CNE) subject to performance review and budget approval

Price complete as specified for the provision on a rental basis of all labour; materials, services, supervision, supplies, tools, permits, apparatus, transportation, mileage, equipment and incidentals required and perform all operations necessary for the supply, delivery, installation, commissioning, maintenance and removal of Sound Reinforcement Equipment (Sound System) to the Bandshell Venue at the Canadian National Exhibition, Exhibition Place, Toronto including Ontario Retail Sales Tax but excluding GST

Item No.	Description	VERTEX-SOUND & LIGHTING CO. LTD.	WESTBURY NATIONAL SHOW SYSTEMS	BAND WORLD	COE ASHEN WHITE
		Total Per Period	Total Per Period	Total Per Period	Total Per Period
13.1	Sound System for 2007 CNE as specified in sections 10.0 & 11.0 for the period Aug 16, 2007 to September 4, 2007	\$13,000.00	\$22,315.15	\$23,138.57	\$26,460.00
13.2	Optional Period - Sound System for 2008 CNE as specified in sections 10.0 & 11.0	\$12,500.00	\$22,315.15	\$24,295.50	\$28,620.00
13.3	Optional Period - Sound System for 2009 CNE as specified in sections 10.0 & 11.0	\$12,500.00	\$22,315.15	\$25,510.27	\$30,780.00
13.4	GRAND TOTAL for 2007-2008 & 2009 periods (Add item no. 13.1 to 13.3)	\$38,000.00	\$66,945.45	\$72,944.34	\$85,860.00
Terms		Net	Net	Net	2.5% Net 15 Days
State if environmentally preferred products/service is being offered		No	No	Yes	No

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NOT TO BE CONSIDERED

No listing of equipment provided
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