

GENERAL SHOW INFORMATION

FIRST TIME EXHIBITOR

WHO IS ELIGIBLE?

- A "New" exhibitor is a company that did not exhibit in 2017
- Subsidiaries, name changes, or acquisitions that have exhibited in the past 5 years do not qualify
- Only exhibitors that purchase raw space are eligible for the discount (booth packages not eligible).
- Maximum booth size is 400 square feet
- Must contract with appropriate payments by **March 30, 2018**.
- Discount is not retroactive to previous shows.

DISCOUNTS

All qualified exhibitors will receive 50% off advance rates for:

- Drayage
- GES Furnishings (only GES standard furniture items refer to Q-1 form)
- Applies to standard carpeting only - no special cut or plush

* Please note: 20' x 20' Island, Split Island, and Peninsula configurations are not eligible for the carpet discount.

Must Place Order with GES by April 27th to Qualify for First-Time Discount

Examples:

Item	Regular Advanced Price	Discount	Total Savings
10' x 20' Carpet	\$365.75	\$182.88	\$182.88
6' Draped Table, Round Table, 2 Stools	\$743.50	\$371.75	\$371.75
500 lbs material handling warehouse one-way ST	\$397.50	\$148.75	\$148.75

FOR QUESTIONS REGARDING FIRST TIME EXHIBITOR DISCOUNTS, CONTACT:

GES National Servicer

Toll Free: (800) 475-2098

Telephone: (702) 515-5970