



Dear IWF 2016 Exhibitor:

With the assistance and approval of IWF, GES is again offering unprecedented opportunities to reduce the normal costs of exhibiting at IWF 2016. Cost savings programs for 2016 include:

**Service Packages:** For IWF 2016, GES is offering five service packages for both supplies and services and machinery exhibitors. Some packages include furnishings and carpet – ***all packages allow the exhibitor to bring as much display or as many machines as desired*** for a fixed price per square foot of exhibit space. These bundled packages represent a significant savings if fully utilized. See form A-3p in this Exhibitor Information Manual for descriptions and pricing.

**Early Bird Special:** IWF 2016 Exhibitors will receive a 3% discount on all GES services (with the exception of previously described service packages) ordered and paid for by July 27, 2016. Payment must be in the form of a check, bank check, money order, wire transfer, etc. Credit cards may not be used for the Early Bird Special discount.

**Transportation Plus:** IWF 2016 Exhibitors using GES Logistics round trip for the movement of their exhibit materials to and from IWF 2016 will receive a 10% discount on transportation and drayage charges. Ordering forms and information are in the material handling section of this Exhibitor Information Manual.

**IWF 2016 Special Discount Carpet:** Exhibitors with 600 square feet or more of exhibit space may take advantage of the Special Discount Carpet to attain a custom cut look at about half the price of standard custom cut carpet. See form C-3 in this Exhibitor Information Manual.

**Volume Discounts on Carpet & Cleaning:** For IWF 2016, the greater the square footage of your booth space, the less you pay per square foot for these services. See forms C-1 and J-1 for more information and pricing.

**Super Saver Booth Packages:** For IWF 2016, GES is again offering turn-key packages for both supplies and services and machinery exhibitors. Each package includes furnishings, carpet and a drayage allowance. These bundled packages represent savings of up to 18% if fully utilized. See form A-6 in this Exhibitor Information Manual for descriptions and pricing.

We at GES are happy that you are participating in IWF 2016. We trust you will have a great show. Please do not hesitate to contact us for assistance in your effort.

Tim Myers

Danny Harris

Stefanie Moss

Senior Director, National Accounts

Director, National Accounts

Account Management Supervisor

### **Mission**

*To create the world's most meaningful and memorable experiences for marketers, show organizers and event attendees.*

[ges.com](http://ges.com)