



Wednesday, May 30 – Monday, June 4, 2018

Mandalay Bay Resort & Casino | Las Vegas, NV

Dear LUXURY Exhibitors,

We wanted to make you aware of an update regarding material handling for 2018 and the foreseeable future. We've listened to customer feedback and were able to go back to the traditional Friday – Monday pattern for JCK and after Memorial Day for LUXURY. We are also excited about the move to the Venetian/Sands in 2019 and beyond which we also are doing based on customer feedback. At the same time there is an uptick in business at convention centers and hotels and we (as well as other shows) are not being given as many move-in days as in years past. We will be working around the clock throughout the holiday weekend in order to ensure that exhibitors have as much time as possible to set-up – and going forward, this will be the case whether we are at Mandalay Bay or at the Venetian/Sands.

The over-time days needed to move in do lead to higher labor rates which not only effects our costs but also the material handling rates for you as well (mostly for those with custom booths and anyone shipping freight in). We understand that budgets are top priority for all our customers, and we've worked with our vendors to come up with the best possible solution to help mitigate over-time and double-time costs. To help plan, all shows taking place at Mandalay Bay (JCK, LUXURY, AGTA and JIS Exchange) will be moving to one blended rate (regardless of freight target time). We have also come up with suggested ways you can reduce your material handling costs below.

The blended material handling rates for crated shipments for 2018 will be as follows:

- Warehouse - \$99.00/CWT (200 lb. minimum)
- Showsite -\$103.50/CWT (200 lb. minimum)

Here are some tips on how to maximize your budget and best plan for material handling:

- If you do not already have a custom booth, we encourage you to utilize a turnkey package (Freeman) booth – you do not pay the material handling charges for Freeman rental booth builds (only on any ancillary materials that might be shipped in). If you would like a more customized booth build, Freeman reps are available to work on designs with you.
- If you do already have a custom booth, we encourage you to consider other options for lighter booth builds and/or turnkey packages through Freeman that would not have the same amount if any material handling fees.
- Consider shipping freight in advance to the warehouse – this will eliminate potential delivery delays on-site and ensure that your freight is in your booth at the targeted time. We were able to (for the first time) receive a lower rate for advance shipment.



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- Consolidate shipments as much as possible (since each shipment received is weighed separately with a 200 lb. minimum) – see below for a few different scenarios and how those would be estimated:

Description	Total Weight		Price per		Estimated Total (200 lb. minimum)	Tax @ 8.25%	Estimated Total
			CWT	CWT			
One Consolidated Skidded	2500 lbs	÷ by 100 =	25	\$ 99.00	\$ 2,475.00	\$ 204.19	\$ 2,679.19
Shipment - Warehouse (2500 lbs total)							
Multiple Packages Skidded	450 lbs	÷ by 100 =	4.5	\$ 99.00	\$ 445.50	\$ 36.75	\$ 482.25
Shipments - Warehouse	2000 lbs	÷ by 100 =	20	\$ 99.00	\$ 1,980.00	\$ 163.35	\$ 2,143.35
(2500 lbs total, split over 3)	50 lbs	÷ by 100 =	2	\$ 99.00	\$ 198.00	\$ 16.34	\$ 214.34
	<i>^ round to 200 lbs per 200 lb minimum</i>						\$ 2,839.94
One Consolidated Skidded	75 lbs	÷ by 100 =	2	\$ 99.00	\$ 198.00	\$ 16.34	\$ 214.34
Shipment - Warehouse (75 lbs total - under minimum)	<i>^ round to 200 lbs per 200 lb minimum</i>						

- Ensure that your items are shipped crated/skidded – special handling, uncrated or carpet handling rates have higher rates (and historically always have).
- We will be sending this information out to EACs, but we recommend you touch base with your EAC (if you have a custom booth build) as well to receive an advance estimate for material handling.
- For any questions leading up to the show, Freeman reps are available to provide estimates or walk you through any questions you may have.

Please refer to the attached document for further details the difference between crated/uncreated, special handling and how you can be best prepared with budgeting.

The representatives at Freeman are available to discuss transportation options, material handling estimates and custom booth options:

- Exhibitor Services: 702-579-1700 or FreemanLasVegasES@freeman.com
- Freeman Transportation: 800-995-3579 or exhibit.transportation@freeman.com
- Custom Exhibits: ExSalesLVLeads@freeman.com

We thank you for your continued support and look forward to a great 2018!

Warmly,

LUXURY Show Management