



Dear JCK Exhibitors,

As we prepare to move JCK Las Vegas back to the Sands/Venetian in 2019, we wanted to make you aware of an exciting update regarding material handling. We've listened to customer feedback and have come up with a new program which will simplify much of the confusion that comes along with material handling.

Understanding and being able to accurately estimate material handling has been challenging in years past – not just on JCK, but across many tradeshow. 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 simplify the process and more accurately estimate material handling costs.

For 2019, all shows under the JCK umbrella taking place at the Sands/Venetian (JCK, LUXURY and JIS Exchange) will be moving to a per pound rate (regardless of freight target time), rather than a hundredweight (CWT) of 200 lb. minimum with various levels of potential additional charges (special handling, skidded vs. loose, etc.). This means that **regardless of how you ship, you will be charged one per pound rate** for material handling. Your total shipment weight is the total you will be charged for.

The per-pound material handling rates for ALL shipments for JCK 2019 will be as follows:

- Both warehouse and show site shipments - \$1.05/lb (no minimum)

To give an example, if you shipped (3) warehouse shipments at 175 lbs, 125 lbs. and 185 lbs. in 2018, in the past you would have been charged CWT 200 lbs. for each shipment (as that was the CWT minimum). For 2019, you will be charged for the actual weight for what you shipped rather than needing to round up – note the differences in cost below.

OLD 2018 MODEL - CWT WITH 200 LB. MINIMUM						
	Total Weight		CWT	Price per CWT	Estimated Total	
Multiple Packages Skidded Shipments - Warehouse	175 lbs	÷ by 100 =	2	\$ 99.00	\$	198.00
	125 lbs	÷ by 100 =	2	\$ 99.00	\$	198.00
(485 lbs total, split over 3)	185 lbs	÷ by 100 =	2	\$ 99.00	\$	198.00
<i>^ round anything less than 200 lbs. up to 200 (minimum)</i>						\$ 594.00
NEW 2019 PER POUND MODEL - NO MINIMUM						
	Total Weight			Per Pound Rate	Estimated Total	
Multiple Packages Skidded Shipments - Warehouse	175 lbs			\$ 1.05	\$	183.75
	125 lbs			\$ 1.05	\$	131.25
(485 lbs total, split over 3)	185 lbs			\$ 1.05	\$	194.25
<i>^ no longer need to round to 200 lb. minimum</i>						\$ 509.25



To estimate your material handling charges, use this calculation:

Description	Total Weight	Per Pound Rate	Estimated Total
Shipment	[Qty] lbs.	\$1.05	Total lbs. x \$1.05

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

- Take advantage shipping your 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.
- If you do not already have a custom booth, we encourage you to utilize a turnkey package (Freeman) booth – exhibitors 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.
- 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 ensure they have this new information.
- For any questions leading up to the show, Freeman reps are available to provide estimates or walk you through any questions you may have.
- This simplification is meant to make shipping and budgeting easier! As a reminder, if you ship less weight, you will be charged less – whether it is through your EAC (if shipping a custom booth) or your booth collateral, the lower the weight, the lesser your material handling charges will be.

As always, 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: ExhibitorSalesWest@freeman.com

We thank you for your continued support and look forward to a great 2019!

Warmly,

JCK Show Management