UNDERSTANDING CUSTOM BLOCKS

Tom Gilmore Jr., GES
Amanda Swiatek, GES
Understanding Custom Blocks

- GES – Global Experience Specialists
  - Tom Gilmore Jr. – National Freight Operations, IMTS
  - Amanda Swiatek – IMTS Call Center Manager, Exhibitor Services
Custom Blocks: Learn How It Saves Time & Money

• Custom Block Package was developed for IMTS 2006
  ✓ Packaged services most commonly used, based on Freight Weight Density
  ✓ Additional “optional” upgrades to provide additional cost certainty

• Goals in development – Cost Certainty, Remove the Peaks and Valleys for the same work

• How?
  ✓ Crew and crew ability, now on the Service Contractor to manage
  ✓ Equipment usage also now on the Service Contractor to manage
  ✓ Focus is now on getting the work done – quickly, efficiently, and safely
Custom Blocks: Learn How It Saves Time & Money

• There are a few Rules of the Road
  a) Provide accurate freight and weight information to get you placed in the correct CBP – this is really where it starts and ends!
  b) Let us know what you’re doing – place your orders by the deadlines
  c) Have your freight (carriers) meet the target dates and times for check-in
  d) Get your payments for the CBP made by the deadline

• By doing these things, you can avoid additional expenses

• By meeting the order deadlines, you also get the advance order rates on any a la carte pricing
Custom Blocks: Learn How It Saves Time & Money

- Review the calculation, because this will save you headaches later

Here is what you need:
- Total Freight Weight (all Display and Machinery, including skids)
- Total Square Footage of your booth space

Custom Block Package
- Total Freight Weight divided by your Total Square Footage

Example: 275,000 lbs. Freight / 8000 square feet = 34.37 lbs./sf
- Purple Custom Block Package
Custom Blocks: Learn How It Saves Time & Money

• How to avoid problems - manage the issues ahead of time

We are here to help!

Over communicate, and there is almost nothing we can’t help you with

Keep the details coming

Repeat exhibitors, we can help you with recap’s from the 2016 show
Custom Blocks: Where To Begin

• Head to your IMTS E-Kit Homepage
  • Click on the “GES Expresso Ordering site” button
Custom Blocks: Where To Begin

• Fill out the Freight Planner and Custom Block Information page
  • Don’t forget all 4 sections
Custom Blocks: Where To Begin

• Part 1

International Exhibitor Displaying Machinery

☐ My machines will be shipped from outside of the United States.
☐ My machines will be in operation during the show.

Please indicate one of the following regarding the machinery and display information below.
☐ Preliminary Information - this information could change so I will provide updates as needed
☐ Final Information - this information is not changing any more

Contact Information

<table>
<thead>
<tr>
<th>Company Name:</th>
<th>Booth Number:</th>
</tr>
</thead>
<tbody>
<tr>
<td>GES</td>
<td>331234</td>
</tr>
<tr>
<td>Contact Name:</td>
<td>Phone Number: (123-456-7890)</td>
</tr>
<tr>
<td>Ms. Show Contact</td>
<td>123-456-7890</td>
</tr>
<tr>
<td>Email:</td>
<td></td>
</tr>
<tr>
<td><a href="mailto:showcontact@gmail.com">showcontact@gmail.com</a></td>
<td></td>
</tr>
</tbody>
</table>
Custom Blocks: Where To Begin

- Part 2

<table>
<thead>
<tr>
<th>Machinery</th>
<th>Display</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight in LBS</td>
<td>No display. Hand carry only.</td>
</tr>
<tr>
<td>Length</td>
<td>I will ship my display:</td>
</tr>
<tr>
<td>Width</td>
<td>- To the advance warehouse</td>
</tr>
<tr>
<td>Height</td>
<td>- Direct to showsite</td>
</tr>
<tr>
<td>Does it stay on skids?</td>
<td>The estimated weight of my display material is:</td>
</tr>
<tr>
<td>Yes/No</td>
<td>lbs. (no commas, dashes, or periods)</td>
</tr>
<tr>
<td>Machine Will Arrive</td>
<td>My display is:</td>
</tr>
<tr>
<td>Crated Skidded</td>
<td>- Crated</td>
</tr>
<tr>
<td>Uncrated/Unskidded</td>
<td>- Uncrated (loose)</td>
</tr>
<tr>
<td>Assembly Required?</td>
<td>I will require accessible storage during the show:</td>
</tr>
<tr>
<td>Yes/No</td>
<td>- Yes</td>
</tr>
<tr>
<td>Add Another Machine</td>
<td>- No</td>
</tr>
<tr>
<td>Remove A Machine</td>
<td></td>
</tr>
</tbody>
</table>
Custom Blocks: Where To Begin

- Part 3
Custom Blocks: Where To Begin

• Part 4

Freight Planner & Custom Block Information Submitted

You have qualified for the Brown custom block package. Next, choose your specific Custom Block Level.

Due Date: Wednesday, March 14, 2018

Please update the status of the task if appropriate and click the save button:

- Not Done

Your Notes:

History

<table>
<thead>
<tr>
<th>Date</th>
<th>Change</th>
<th>By</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, Nov 15, 2017</td>
<td>Not Done</td>
<td>jMT518</td>
</tr>
</tbody>
</table>
Custom Blocks: Level Upgrades

Select Custom Block Level
We see you qualified for the B bonus package. Your placement in this package is based on your actual freight weight density per square foot. Please review the options below and select one Custom Block level you'd like to reserve. You can change your level until Wednesday, July 27, 2016. Click Submit when you’re done and start ordering what your package includes. We will take into account your package exclusions and not charge you unless you order items not included in your package.

A - $33.96 per sq ft plus applicable taxes
Includes:
- 2oz Plush Carpet
- Visqueen Covering
- Nightly Vacuuming
- Material Handling
- Rigging Labor and Equipment (Not included in Tan Package)
- Standard Furniture & Accessories (Not included in Yellow, Orange, Purple, Blue or Brown Basis Package)

B - $44.18 per sq ft plus applicable taxes
Includes:
- 5oz Plush Carpet
- Visqueen Covering
- Nightly Vacuuming
- Material Handling
- Rigging Labor and Equipment (Not included in Tan Package)
- Standard Furniture & Accessories

C - $48.75 per sq ft plus applicable taxes
Includes:
- 5oz Plush Carpet
- Visqueen Covering
- Nightly Vacuuming
- Material Handling
- Rigging Labor and Equipment (Not included in Tan Package)
- Standard Furniture & Accessories

Submit

Over time charges may apply after 4:30PM and are in addition to custom block pricing. If no choice is made, you will default into the basic level and all products and services outside of the Basic Level Inclusions will be charged on an à la carte basis.
Custom Blocks: Need Help?

• GES – IMTS 2020 Call Center

  • Located in Chicago

  • Dedicated solely to IMTS 2020, beginning right now at this workshop
    ✓ CBP experts with a higher level of knowledge about McCormick Place
    ✓ One Rep committed to each exhibit floor for even greater familiarity
    ✓ One Rep dedicated to managing target information and requests
    ✓ One Rep specializing in Equipment and Rigging Labor questions
Understanding Custom Blocks

• We appreciate all of your time here at the workshop, and your participation at IMTS 2020

• Please join us at our Workshop booth space if we can answer additional questions

• Thank You!