

# Material Handling 101

- **What is Material Handling?** Material Handling is the receiving, unloading and delivery of exhibit freight to the exhibitor's booth on the show floor, the storage of empty containers, the return to booth for packing, and the loading back onto the exhibitor's outbound carrier. This is an automatic service and is billed based on weight. This service, whether used completely or in are part, are billed as a package.
- **Per Pound Material Handling Rates** All rates are **per one pound**. There is no minimum charge. Certified weight tickets are required on all shipments. The rates stated are blended to include overtime based on the schedule at publication. ***Changes in schedule or if your carrier delivers your freight outside of posted dates may result in additional fees.***
- **How to Calculate Material Handling Services** Material handling, whether used completely or in part are offered as a round trip service. The weight on your certified weight ticket is the amount you will be charged X the per pound material handling rate.



**PRIMETIME**

DISCOVER the DIFFERENCE

# Material Handling @ PrimeTime

*New this show...* Moving to per pound Materials Handling Rate for all exhibitors.

The rate is **\$1.23 per pound\***.

Positives for new rate:

- **No crated/uncrated**
- **No reweigh fees**
- **No special handling fees**
- **No Marshaling yard fees**
- **No 200 lb. minimums**
- **Freight can go directly to show site or advance warehouse**
- **No overtime**
- **No rounding – PAY ONLY FOR ACTUAL WEIGHT!!!**
- **Only additional charge would be if an exhibitor sends their freight early/late or freight is rerouted and returned to Shepard warehouse**

\*\$1.23 per pound rate is for 2022 PHOENIX ONLY. Rates will change by location and from year to year



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# What can the exhibitor expect?

Exhibitors can budget for show related expenses while planning more accurately. They will know what to expect and how to budget appropriately.

This new model is guaranteed to simplify the overall exhibitor experience.

With this new model exhibitors will see a single material handling rate on their invoice, and the exhibitor will not be penalized depending on how their carrier loads and delivers their freight.



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# Important Shipping Dates

Shepard will accept crated, boxed or skidded materials at their warehouse from **Friday, January 7, 2022** until **Monday, January 31, 2022.**

If shipping directly to Show Site, it cannot be delivered prior to **Saturday, February 5, 2022.** Shipments attempted prior to this date will be turned away by the facility.



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