

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

On-line access to contact ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system.

The INTERNET address GSA *Advantage!* is: [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov)

Schedule Title: **Advertising & Integrated Marketing Solutions**

**FSC Schedule 541**

Contract Number: **GS-23F-0157R**

Modification #: **PO-0016 Signed 12/14/2012, Effective Date: 12/13/2012**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [www.fss.gsa.gov](http://www.fss.gsa.gov).

Contract period: **April 14, 2010 to April 13, 2015**

Contractor Information:



**Exhibit Edge Incorporated**

**4315-A Walney Road**

**Chantilly, VA 20151**

**Phone: 703-230-0000**

**Fax: 703-230-0023**

**Toll Free: 800-914-5750**

**Website: [www.exhibitedge.com](http://www.exhibitedge.com)**

**Contact for Contract Administration:**

**[bev.gray@exhibitedge.com](mailto:bev.gray@exhibitedge.com)**

Business Size: Small, Certified Women-Owned



## Customer Information:

1a. Special Item Numbers:

SIN 541-C Exhibit Design and Implementation Services

SIN 541-1000/1000RC Other Direct Costs

1b. Prices shown in price list are net, all discounts deducted, and valid for all areas worldwide.

1c.

**SIN 541-4C Labor Categories and Rates:**

<b><u>Labor Category</u></b>	<b><u>Description</u></b>	<b><u>Hourly Rate</u></b>
Coordination Labor	<p>Provides daily support to clients to receive, organize, and maintain show information for jobs. Processes all show orders, purchase orders, and checks. Researches vendors; awards and arranges shipping, and monitors completion of job. Verifies vendor invoices and prepares client invoices.</p> <p>Requires 4 or more years experience in the customer service department of the exhibit trade show industry. Thorough knowledge of business computers and office software is required. Strong oral, written, and service orientation skills.</p>	\$72.74
Warehouse Labor	<p>Provides daily operational support to receive and organize client and company property for jobs. Makes pick up and deliveries to client facilities. Maintains organization and safety in the warehouse. Maintains company vehicles and other operational equipment.</p> <p>Requires 3 or more years experience in the warehouse operations industry. Knowledge in the exhibit trade show industry is a plus. Computer experience is preferred. Strong service orientation. Ability to track down information quickly, accurately, and thoroughly. Good organizational skills, with accuracy and attention to detail.</p>	\$72.74
Show Site Laborers	<p>Prepares client's exhibit properties and collateral for the job. Provides local (within the Washington D.C. area) on-site labor for client jobs. Makes related pick up and deliveries to client facilities or other locations. Supports client's needs while at the job site. Verifies vendors' invoices for services and products ordered for the job.</p> <p>Requires 3 or more years experience in the operations and procedures and installation and dismantle of trade show exhibits. Good communication and human relations skills to work with client, show personnel, and labor. Ability to determine priorities and work under severe time constraints. Supervisory experience. Strong service attitude.</p>	\$77.58

<p>Exhibit Supervisors</p>	<p>Prepares client's properties and collateral for the job, including pick ups at client facilities. Provides and supervises remote on-site labor for client jobs. Supports client's needs while at the job site. Verifies vendors' invoices for services and products ordered for the job.</p> <p>Requires 4 or more years experience in the operations and procedures and installation and dismantle of trade show exhibits. Good communication and human relations skills to work with client, show personnel and labor. Ability to determine priorities and work under severe time constraints. Supervisory experience. Strong service attitude. Must be trained to travel within the United States and overseas.</p>	<p>\$73.19</p>
<p>Project Manager</p>	<p>Oversees and directs company's departments for the planning and production of client jobs. Verifies that client jobs remain within budget and on schedule. Compiles information and pricing to develop initial estimates.</p> <p>Requires 8 or more years experience in the exhibit trade show industry. Must have experience managing and estimating exhibit projects. Good organizational skills. Attention to detail. Strong communication skills and ability to coordinate activities or diverse personalities. Strong service orientation.</p>	<p>\$78.00</p>
<p>Designer &amp; Pre-Production Computer Technician</p>	<p><b>Exhibit &amp; Graphic Design</b> Provides quality, computerized renderings of trade show exhibits. Provides quality, computerized designs for trade show graphics. Verifies that design renderings and/or graphics are within clients' needs and budget.</p> <p>Oversees exhibit and graphic fabrication to insure the job is on schedule. Assists in the company's and client's marketing collateral for overall branding. Keeps abreast of new techniques, procedures, and materials in the exhibit design field.</p> <p><b>Exhibit Design</b> Bachelor of Fine Art Degree required in Industrial Design, Environmental, Architecture or closely related field. Requires 3 or more years experience designing museum or trade show exhibits. Knowledge of exhibit construction and materials used is required. 3-D rendering software knowledge is also a requirement. Good communication and listening skills to interact with client.</p> <p><b>Graphic Design</b> Bachelor of Fine Art Degree required in Computer Graphic Design. Requires 1 or more years experience designing trade show graphics. Knowledge of graphic materials and equipment is required. Attention to detail and clients' desires to produce a quality design is required. Must be able to operate under severe time constraints.</p> <p><b>Pre-Production Computer Technician</b> Provides quality files for trade show graphic output. Verifies that design renderings and/or graphics are within clients' budget.</p> <p>Oversees exhibit and graphic fabrication to insure the job is on schedule. Interacts with client.</p>	<p>\$93.37</p>

	<p>Bachelor of Fine Art Degree required in Computer Graphic Design. Requires 1 or more years experience designing trade show graphics. Knowledge of graphic materials, processes, and equipment is required.</p>	
<p><b>Fabricator</b></p>	<p>Analyzes design drawings for estimating and fabricating. Provides quality fabrication for trade show exhibits and other special items. Orders materials and supplies from vendors ensuring the quality materials and competitive costs. Keeps abreast of new techniques, procedures, and materials in the exhibit fabrication field.</p> <p>Must have at least 4 years experience in the construction of trade show exhibits or 2 years of fabrication of trade show exhibits and 2 years of custom cabinet making. Managerial experience. Ability to operate under severe time constraints. Strong communication and organizational skills.</p>	<p><b>\$78.12</b></p>

**SIN 541-1000/1000RC Items and Prices**

<b><u>Other Direct Costs</u></b>	<b>Price</b>	<b>Unit of Issue</b>
	<b>Maximum Quotable Rates Shown</b>	
<b><u>Audio Visual Rentals</u></b>		
Plasma High Definition Television	\$3,967.63	each
Plasma Monitor	\$2,600.00	each
DVD Player	\$125.00	each
Sound System, LCD Projector, Screen, Amplifier, Sound Cable	\$2,333.43	each
Laptop	\$352.64	each
Wireless Keyboard	\$45.34	each
Wireless Mouse	\$45.34	each
HDTV Monitor	\$302.27	each
Dual Pole Floor Stand	\$151.13	each
Shelf Rental	\$75.57	each
<b><u>Carpet and Padding Rental</u></b>		
Carpet and Padding	\$1,680.00	each
Carpet with double padding (up to 20'x30')	\$2,921.91	each
<b><u>Carpet and Padding Purchase</u></b>		
Carpet (up to 20'x40')	\$3,121.69	each
Flex Floor w/Padding (up to 10'x20')	\$1,333.00	each
10'x20' Maple Flex Floor with Padding	\$1,333.00	each
10'x20' Light Grass Flex Floor with Padding	\$1,121.41	each
<b><u>Electrical</u></b>		
Electrical 15 Amp/1500 Watt	\$194.46	each
Electrical 20 Amp/2000 Watt	\$357.00	each
Extension Cords	\$20.00	each
Electrical Labor for Electric Installation	\$158.00	hour

<b><u>Exhibit Rentals</u></b>		
Exhibit Rental	\$51,683.10	each
Exhibit Rental with Headers	\$7,315.00	each
10' Portable Exhibit Rental with Lights and Counter	\$945.00	each
Computer Workstation	\$156.75	each
Truss System (up to 20'x30')	\$9,450.00	each
Reception Counter	\$634.76	each
Allusett Workstation	\$277.08	each
30" Round Table	\$125.94	each
<b><u>Exhibit Purchases</u></b>		
10'x10' Modular Exhibit with Counter	\$15,378.00	each
Table Top Exhibit	\$375.00.	each
Retractable Banner Stand with Rollable Print up to 32"x81.5"	\$714.10	each
10' Portable Display	\$1,869.00	each
10' Portable Exhibit with Lights and Case to Counter Conversion	\$3,498.69	Each
10'x20' Exhibit Backwall with Storage Closets	\$54,063.98	each
10' Square Fabric Sign including frame, harness, shipping and light kit	\$10,372.80	each
132"x42" Round Hanging Sign with Fabric Pillow Case	\$4,186.40	each
Quick Change Bannerstand	\$964.23	each
Pelican Storm Case	\$430.54	each
8'x10' Vbursts with Case, Lights, & Case to Counter	\$10,125.94	each
Tabletop Vburst, with Hard Case	\$1,347.10	each
Tabletop Vburst with Soft Case	\$1,009.57	each
Round Tablecloth	\$334.51	each
Entasi 20' Convertible Flat Frame with Lights and Travel Case	\$5,652.39	each
Conversion Kit for Entasi	\$502.77	each
4'x8' Green Plexi	\$352.64	each
<b><u>Freight</u></b>		
Exhibit Edge Truck-Local Truck Pick up and Deliveries	\$90.00	Minimum

Exhibit Edge Truck-Long Distance	\$1.30	Mile
<i>Drayage (Material Handling)</i>		
Advanced Crated to Warehouse	\$85.00	cwt
Direct to Show Site, Crated	\$81.25	cwt
Direct to Show Site, Special Handling	\$119.50	cwt
Off Target Delivery Fees	\$81.25	cwt
Marshalling Yard Fee	\$25.00	each
<i>Domestic Shipping:</i>		
Commercial Trucking	\$5,687.00	2700 cu. ft of Truck
Air Freight	\$0.96	pound
Weight Ticket	\$20.00	each
Additional Insurance(Required by Show Management)	\$50.00	each
<i>Drayage (Material Handling)</i>		
Warehouse Special Handling	\$129.22	cwt
Warehouse Crated Shipment-minimum	\$168.26	each
Warehouse Crated	\$130.23	cwt
Direct Show Site Crated OT 2 Ways	\$140.55	cwt
Show Site Small Package Fee	\$45.34	each
Hotel Storage Fee	\$201.51	each
<b><u>Furniture and Accessories</u></b>		
Arm Chair	\$36.75	each
Ballot Boxes	\$5.00	each
Café Table	\$157.50	each
Candy Dish	\$5.00	each
Conference Chair	\$104.50	each
Counter with Skirting (up to 8')	\$194.00	each
Easel	\$119.95	each
Exhibit Keys	\$3.15	each
Fish Bowl	\$5.00	each
High Stool	\$99.28	each
High Stool with Arms	\$110.25	each
Literature Rack	\$166.95	each
Pipe and Drape	\$9.00	foot
Wastebasket	\$18.01	each
Undraped Counter (up to 8')	\$106.80	each
Love Seat	\$693.20	each
Draped Table (up to 6')	\$203.53	each

Undraped Table (up to 6')	\$74.06	each
Padded Side Chair	\$92.19	each
<b><u>Graphics</u></b>		
Digital Laminated Print (up to 39"x95" single-sided)	\$810.46	each
Lambda Print Graphics (up to 30"x90")	\$647.91	each
Duratrans (up to 52.25"x143.25")	\$2,380.59	each
Vinyl Lettering (up to 112"x20")	\$978.00	each
Fabric Graphic for Entasi (up to 8'x20')	\$3,017.63	each
6' Table Skirt with Logo	\$395.99	each
8' Table Skirt with Logo	\$496.52	each
8'x8' Double Sided Companion Fabric Graphic	\$2,149.62	each
Sintra Backwall Graphic Panels	\$795.97	each
Double Sided Fabric Frame	\$6,952.14	each
Fabric Pillowcase Prints (up to 71.675"x21.675")	\$217.40	each
Fabric Frame Prints (up to 72"x72")	\$725.44	each
Fabric Header Graphics (up to 230.427"x20.471")	\$652.69	each
<b><u>Installation &amp; Dismantle Labor</u></b>		
Installation & Dismantle Labor by General Contractor	\$168.00	hour
<b><u>Internet Services</u></b>		
Internet with 2 IP's	\$2,400.00	each
Dedicated Ethernet with 5 IP's	\$3,521.41	each
Telephone Service (Dedicated Line)	\$224.23	each
<b><u>Lead Retrieval Unit</u></b>		
Lead Retrieval Unit	\$546.66	each
<b><u>Miscellaneous</u></b>		
Aerial Lift for Sign Hanging	\$250.00	hour
Banner and Sign Hanging Rigging Labor	\$385.00	hour
Cleaning Service	\$0.31	sq. ft./day
Exhibit Space	\$4,000.00	10'x10'
Forklift	\$555.00	hour
Security Cage	\$261.25	each
Shrink Wrap	\$85.64	pallet

Banding	\$85.64	pallet
<b><u>Photography</u></b>		
Photography	\$523.00	job
<b><u>Plants</u></b>		
Plants	\$64.95	each
Floral Arrangement	\$84.63	each
<b><u>Storage</u></b>		
Storage	\$0.23	cubic foot
Access Storage on Show Site (Includes Access Labor, Space and Setup)	\$656.00	each

**\*Prices are maximum rates that can be quoted. Prices vary greatly with size, type, location, and venue.**

2. Maximum Order: \$1,000,000 per Special Item Number
3. Minimum Order: \$100.00
4. Geographic coverage (delivery area): Worldwide
5. Point of production: Chantilly, Fairfax County, Virginia
6. Discount from list prices or statement of net price: Prices shown in the price list are net, all discounts deducted and valid for all areas worldwide.
7. Quantity discounts: None
8. Prompt payment terms: Net 30 days
- 9a. Government Credit Cards are accepted for orders under \$2,500.
- 9b. Government Credit Cards are accepted for all order amounts placed under this contract.
10. Foreign items: Not applicable.
- 11a. Time of Delivery: Exhibit Edge Inc. will adhere to the delivery schedule as specified by the agencies purchase order.

11b. Expedited Delivery: Contact contractor for expedited delivery requirements as specified by the task order.

11c. Overnight and 2-day delivery: Contact contractor for rates as specified by task order.

11d. Urgent Requirements: Contact contractor for faster delivery or rush requirements as specified by the task order.

12. F.O.B. point: Destination

13a. Ordering address: 4315-A Walney Road  
Chantilly, Virginia 20151

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payments address: 4315-A Walney Road  
Chantilly, VA 20151

15. Warranty provision: The contractor warrants that the items delivered here under are fit for the intended purpose in the contract.

16. Export packing charges: Not applicable.

17. Term and conditions of Government purchase card acceptance. We will accept Government Credit Cards.

18. Terms and conditions of rental, maintenance, and repair: Not applicable.

19. Terms and conditions of installation: Not applicable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices. Not applicable.

20a. Terms and conditions for any other services: Not applicable.

21. List of service distribution points: Chantilly, Virginia.

22. List of participating dealers: Not applicable.

23. Preventive maintenance: Not applicable.

24a. Special attributes such as environmental attributes: Not applicable.

24b. Section 508 compliance information: Will comply.

25. Data Universal Number System (DUNS) Number: 80-253-8157

26. Notification regarding registration in Central Contractor Registration (CCR) database: Exhibit Edge Inc. is registered with CCR.



**Exhibit Edge** was established in 1992 as a full service and products exhibit company. We offer:

- Exhibit Design and Fabrication
- Rental Exhibits
- Banner Stands, Portable Exhibits, Modular Exhibits, and Accessories
- Graphic Design and Production
- A/V Rentals and Miscellaneous Rentals
- Show Coordination, Logistics, and Administrative Services
- Supervision and Onsite Installation and Dismantle Labor
- Transportation and Storage
- Local Pickups and Deliveries
- International Services

**Exhibit Edge's** Mission is to provide complete solutions and Total service to Exhibit and Marketing Managers. We understand the complex market of trade shows, especially in the Government, Military, IT, and Homeland Security venues. A large percentage of our clients are government agencies and government contractors. We have built exhibits and/or serviced shows for government agencies including DoD, Navsea, SPAWAR, and GSA.

**Exhibit Edge's** dedication to the highest quality solutions and service will make us "*Your Personal Trade Show **Specialist.***"