



*Orlando*  
**Orange County Convention Center**  
EXHIBITOR SERVICES

The Orange County Convention Center (OCCC) is the exclusive provider of electricity, aerial rigging labor and lighting, water, plumbing, compressed air, natural and LP gas and cable TV services to exhibitors. Please **click here** to read through all of the **OCCC's Conditions & Guidelines** as you must agree to these terms before placing your order. To place an order, you may access the **Exhibitor Services Online Ordering portal**.

Show Name

Incentive Deadline Date

Base Rates Start On/After

On-Site Rates Start On/After

OCCC Exhibitor Services  
Coordinator

Direct Phone

Contact Email

For assistance, email **Exhibitor.Services@occc.net** or call the OCCC Exhibitor Services Team at **800-345-9898** or **407-685-9824**.

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OCCC  
SERVICE PARTNERS





EXHIBITOR  
SERVICES  
PRICE LIST

EFFECTIVE  
OCTOBER 1, 2024

*Welcome*  
TO  
THE CENTER OF HOSPITALITY ●●●●



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## ADDITIONAL FORMS

### Online Documents

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| Multi-Level & Covered Booth Application |
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| Balloon & Lighter-Than-Air Agreement    |



# ORDERING INFORMATION

Please visit our website, [www.occc.net/exhibitor](http://www.occc.net/exhibitor), for the complete conditions and guidelines while exhibiting at the Orange County Convention Center (OCCC).

All initial utilities and aerial rigging orders must be submitted online. All manually processed orders will be charged a \$40 Processing Fee. Order updates or revisions must be submitted via email to [exhibitor.services@occc.net](mailto:exhibitor.services@occc.net).

Equipment and service rates are subject to applicable Florida State sales tax, Communication Services tax and Public Service tax. If you are tax-exempt, please email us at [exhibitor.services@occc.net](mailto:exhibitor.services@occc.net) for further information. All rates, equipment and services are subject to change without notice.

Our offices are available to assist with any questions you may have, Monday through Friday 8 a.m. – 5 p.m., via phone or email.

Phone: **407-685-9824** or **800-345-9898**

Email: [exhibitor.services@occc.net](mailto:exhibitor.services@occc.net)

## ELECTRICAL

Utility service purchases include initial labor, placement and 24-hour power. The cost of each outlet ordered is a one-time charge for the entire event. There is an additional labor charge if utility services need to be moved after the initial installation.

## RIGGING

OCCC aerial rigging services do not assemble exhibitor signs or structures. Before structures are hung by the OCCC team, they must be fully assembled. This can be done by the exhibitor or an appointed contractor.

To reserve aerial rigging services, you must order the Initial Rigging Labor Deposit. This deposit includes a three-person aerial rigging team, for 1 hour up and 1 hour down. There will be additional rigging charges for any miscellaneous equipment and/or additional labor used in the installation of your sign/banner or structure. If you need to rent rigging equipment (based on availability), please reach out to the OCCC Aerial Rigging Team directly via email at [OCCC-Rigging@ocfl.net](mailto:OCCC-Rigging@ocfl.net).



# RATES

All rates include applicable state, PST, and CST taxes.

## 120V ELECTRIC

|                                       | Unit | Incentive Rate | Base Rate | On-site Rate |
|---------------------------------------|------|----------------|-----------|--------------|
| 120V 5A Single Outlet – Floor         | ea   | \$ 164.74      | \$ 265.07 | \$ 377.78    |
| 120V 5A Single Outlet – Ceiling Drop  | ea   | \$ 348.23      | \$ 448.56 | \$ 561.27    |
| 120V 10A Single Outlet – Floor        | ea   | \$ 197.69      | \$ 317.36 | \$ 453.92    |
| 120V 10A Single Outlet – Ceiling Drop | ea   | \$ 381.17      | \$ 500.84 | \$ 637.40    |
| 120V 15A Single Outlet – Floor        | ea   | \$ 222.41      | \$ 357.67 | \$ 509.85    |
| 120V 15A Single Outlet – Ceiling Drop | ea   | \$ 405.90      | \$ 541.15 | \$ 693.34    |
| 120V 20A Single Outlet – Floor        | ea   | \$ 248.43      | \$ 390.20 | \$ 565.98    |
| 120V 20A Single Outlet – Ceiling Drop | ea   | \$ 431.92      | \$ 573.69 | \$ 749.47    |

## 120V ELECTRICAL ACCESSORIES

|                               | Unit | Incentive Rate | Base Rate | On-site Rate |
|-------------------------------|------|----------------|-----------|--------------|
| Six Outlet Power Strip        | ea   | \$ 29.12       | \$ 33.27  | \$ 43.79     |
| Extension Cord Rental – 25ft  | ea   | \$ 29.12       | \$ 33.27  | \$ 43.79     |
| Extension Cord Rental – 50ft  | ea   | \$ 58.20       | \$ 66.52  | \$ 87.31     |
| Extension Cord Rental – 100ft | ea   | \$ 116.40      | \$ 133.03 | \$ 174.61    |
| GFCI Outlet                   | ea   | \$ 31.44       | \$ 35.91  | \$ 47.14     |

All outlets 208V and higher require a connection plug rental.

| 208V ELECTRIC |     |                             |  | Unit | Incentive Rate | Base Rate   | On-site Rate |
|---------------|-----|-----------------------------|--|------|----------------|-------------|--------------|
| 208V          | 20A | Single Phase - Ceiling Drop |  | ea   | \$ 486.97      | \$ 671.54   | \$ 880.85    |
| 208V          | 20A | Single Phase - Floor        |  | ea   | \$ 303.48      | \$ 488.05   | \$ 697.37    |
| 208V          | 20A | Three Phase - Ceiling Drop  |  | ea   | \$ 649.24      | \$ 931.65   | \$ 1,253.70  |
| 208V          | 20A | Three Phase - Floor         |  | ea   | \$ 465.75      | \$ 748.16   | \$ 1,070.21  |
| 208V          | 30A | Single Phase - Ceiling Drop |  | ea   | \$ 584.82      | \$ 825.12   | \$ 1,100.11  |
| 208V          | 30A | Single Phase - Floor        |  | ea   | \$ 401.33      | \$ 641.63   | \$ 916.62    |
| 208V          | 30A | Three Phase - Ceiling Drop  |  | ea   | \$ 851.14      | \$ 1,254.92 | \$ 1,714.48  |
| 208V          | 30A | Three Phase - Floor         |  | ea   | \$ 667.65      | \$ 1,071.44 | \$ 1,530.99  |
| 208V          | 40A | Single Phase - Ceiling Drop |  | ea   | \$ 677.71      | \$ 970.06   | \$ 1,306.95  |
| 208V          | 40A | Single Phase - Floor        |  | ea   | \$ 494.23      | \$ 786.57   | \$ 1,123.47  |
| 208V          | 40A | Three Phase - Ceiling Drop  |  | ea   | \$ 1,033.20    | \$ 1,544.79 | \$ 2,128.19  |
| 208V          | 40A | Three Phase - Floor         |  | ea   | \$ 849.71      | \$ 1,361.30 | \$ 1,944.70  |
| 208V          | 50A | Single Phase - Ceiling Drop |  | ea   | \$ 797.87      | \$ 1,167.00 | \$ 1,589.38  |
| 208V          | 50A | Single Phase - Floor        |  | ea   | \$ 614.38      | \$ 983.51   | \$ 1,405.90  |
| 208V          | 50A | Three Phase - Ceiling Drop  |  | ea   | \$ 1,193.00    | \$ 1,802.42 | \$ 2,611.26  |
| 208V          | 50A | Three Phase - Floor         |  | ea   | \$ 1,009.52    | \$ 1,618.93 | \$ 2,427.78  |
| 208V          | 60A | Single Phase - Ceiling Drop |  | ea   | \$ 922.98      | \$ 1,349.09 | \$ 1,849.51  |
| 208V          | 60A | Single Phase - Floor        |  | ea   | \$ 739.49      | \$ 1,165.60 | \$ 1,666.02  |
| 208V          | 60A | Three Phase - Ceiling Drop  |  | ea   | \$ 1,455.61    | \$ 2,223.56 | \$ 3,098.06  |
| 208V          | 60A | Three Phase - Floor         |  | ea   | \$ 1,272.12    | \$ 2,040.08 | \$ 2,914.57  |
| 208V          | 80A | Single Phase - Ceiling Drop |  | ea   | \$ 1,100.11    | \$ 1,649.84 | \$ 2,278.60  |
| 208V          | 80A | Single Phase - Floor        |  | ea   | \$ 916.62      | \$ 1,466.35 | \$ 2,095.11  |
| 208V          | 80A | Three Phase - Ceiling Drop  |  | ea   | \$ 1,802.01    | \$ 2,772.88 | \$ 3,880.60  |
| 208V          | 80A | Three Phase - Floor         |  | ea   | \$ 1,618.52    | \$ 2,589.40 | \$ 3,697.11  |



## RATES

*All outlets 208V and higher require a connection plug rental.*

| <b>208V ELECTRIC</b> <i>continued</i> | Unit | Incentive Rate | Base Rate    | On-site Rate |
|---------------------------------------|------|----------------|--------------|--------------|
| 208V 100A Single Phase - Ceiling Drop | ea   | \$ 1,356.09    | \$ 2,058.01  | \$ 2,862.55  |
| 208V 100A Single Phase - Floor        | ea   | \$ 1,172.61    | \$ 1,874.52  | \$ 2,679.07  |
| 208V 100A Three Phase - Ceiling Drop  | ea   | \$ 2,206.65    | \$ 3,421.70  | \$ 4,809.13  |
| 208V 100A Three Phase - Floor         | ea   | \$ 2,023.16    | \$ 3,238.21  | \$ 4,625.64  |
| 208V 150A Single Phase - Ceiling Drop | ea   | \$ 1,673.42    | \$ 2,566.44  | \$ 3,757.89  |
| 208V 150A Three Phase - Ceiling Drop  | ea   | \$ 2,756.38    | \$ 4,298.21  | \$ 6,355.56  |
| 208V 200A Single Phase - Ceiling Drop | ea   | \$ 2,171.24    | \$ 3,365.07  | \$ 4,955.86  |
| 208V 200A Three Phase - Ceiling Drop  | ea   | \$ 3,612.79    | \$ 5,671.32  | \$ 8,415.24  |
| 208V 400A Single Phase - Ceiling Drop | ea   | \$ 4,157.81    | \$ 6,543.12  | \$ 9,722.93  |
| 208V 400A Three Phase - Ceiling Drop  | ea   | \$ 8,130.96    | \$ 12,901.56 | \$ 19,261.39 |

# RATES

All outlets 208V and higher require a connection plug rental.

## 480V ELECTRIC

|                                       | Unit | Incentive Rate | Base Rate    | On-site Rate |
|---------------------------------------|------|----------------|--------------|--------------|
| 480V 20A Single Phase - Ceiling Drop  | ea   | \$ 791.69      | \$ 1,159.57  | \$ 1,578.22  |
| 480V 20A Three Phase - Ceiling Drop   | ea   | \$ 1,119.94    | \$ 1,682.28  | \$ 2,325.15  |
| 480V 30A Single Phase - Ceiling Drop  | ea   | \$ 983.68      | \$ 1,465.50  | \$ 2,014.24  |
| 480V 30A Three Phase - Ceiling Drop   | ea   | \$ 1,556.93    | \$ 2,322.66  | \$ 3,240.50  |
| 480V 40A Single Phase - Ceiling Drop  | ea   | \$ 1,167.00    | \$ 1,756.60  | \$ 2,430.42  |
| 480V 40A Three Phase - Ceiling Drop   | ea   | \$ 1,882.93    | \$ 2,901.10  | \$ 4,065.45  |
| 480V 50A Single Phase - Ceiling Drop  | ea   | \$ 1,411.00    | \$ 2,149.25  | \$ 2,992.78  |
| 480V 50A Three Phase - Ceiling Drop   | ea   | \$ 2,306.56    | \$ 3,579.90  | \$ 5,036.68  |
| 480V 60A Single Phase - Ceiling Drop  | ea   | \$ 1,659.98    | \$ 2,548.10  | \$ 3,561.32  |
| 480V 60A Three Phase - Ceiling Drop   | ea   | \$ 2,726.46    | \$ 4,258.67  | \$ 6,006.44  |
| 480V 80A Single Phase - Ceiling Drop  | ea   | \$ 2,109.62    | \$ 3,265.28  | \$ 4,585.68  |
| 480V 80A Three Phase - Ceiling Drop   | ea   | \$ 3,579.90    | \$ 5,624.93  | \$ 7,957.32  |
| 480V 100A Single Phase - Ceiling Drop | ea   | \$ 2,644.71    | \$ 4,122.42  | \$ 5,810.73  |
| 480V 100A Three Phase - Ceiling Drop  | ea   | \$ 4,432.10    | \$ 6,981.26  | \$ 9,894.58  |
| 480V 150A Single Phase - Ceiling Drop | ea   | \$ 3,311.11    | \$ 5,186.42  | \$ 7,687.88  |
| 480V 150A Three Phase - Ceiling Drop  | ea   | \$ 5,584.04    | \$ 8,825.60  | \$ 13,146.66 |
| 480V 200A Single Phase - Ceiling Drop | ea   | \$ 4,356.53    | \$ 6,861.08  | \$ 10,199.90 |
| 480V 200A Three Phase - Ceiling Drop  | ea   | \$ 7,385.05    | \$ 11,707.97 | \$ 17,470.21 |
| 480V 400A Single Phase - Ceiling Drop | ea   | \$ 8,130.95    | \$ 12,901.56 | \$ 19,260.61 |
| 480V 400A Three Phase - Ceiling Drop  | ea   | \$ 16,078.43   | \$ 25,616.10 | \$ 38,332.41 |

# RATES

All outlets 208V and higher require a connection plug rental.

| INTERNATIONAL POWER -<br>380V ELECTRIC |                                  | Unit | Incentive Rate | Base Rate    | On-site Rate |
|----------------------------------------|----------------------------------|------|----------------|--------------|--------------|
| 380V                                   | 20A Single Phase - Ceiling Drop  | ea   | \$ 763.20      | \$ 1,112.49  | \$ 1,511.34  |
| 380V                                   | 20A Three Phase - Ceiling Drop   | ea   | \$ 1,076.55    | \$ 1,610.42  | \$ 2,223.56  |
| 380V                                   | 30A Single Phase - Ceiling Drop  | ea   | \$ 946.53      | \$ 1,406.05  | \$ 1,928.77  |
| 380V                                   | 30A Three Phase - Ceiling Drop   | ea   | \$ 1,455.61    | \$ 2,223.56  | \$ 3,098.06  |
| 380V                                   | 40A Single Phase - Ceiling Drop  | ea   | \$ 1,167.00    | \$ 1,756.60  | \$ 2,430.42  |
| 380V                                   | 40A Three Phase - Ceiling Drop   | ea   | \$ 1,882.93    | \$ 2,901.10  | \$ 4,065.45  |
| 380V                                   | 50A Single Phase - Ceiling Drop  | ea   | \$ 1,411.00    | \$ 2,149.25  | \$ 2,992.78  |
| 380V                                   | 50A Three Phase - Ceiling Drop   | ea   | \$ 2,306.56    | \$ 3,579.90  | \$ 5,036.56  |
| 380V                                   | 60A Single Phase - Ceiling Drop  | ea   | \$ 1,659.98    | \$ 2,548.10  | \$ 3,561.32  |
| 380V                                   | 60A Three Phase - Ceiling Drop   | ea   | \$ 2,726.46    | \$ 4,258.67  | \$ 6,006.44  |
| 380V                                   | 80A Single Phase - Ceiling Drop  | ea   | \$ 2,109.62    | \$ 3,655.47  | \$ 4,585.68  |
| 380V                                   | 80A Three Phase - Ceiling Drop   | ea   | \$ 3,579.90    | \$ 5,624.93  | \$ 7,957.32  |
| 380V                                   | 100A Single Phase - Ceiling Drop | ea   | \$ 2,644.71    | \$ 4,122.42  | \$ 5,810.73  |
| 380V                                   | 100A Three Phase - Ceiling Drop  | ea   | \$ 4,432.10    | \$ 6,981.26  | \$ 9,894.58  |
| 380V                                   | 150A Single Phase - Ceiling Drop | ea   | \$ 3,311.11    | \$ 5,186.42  | \$ 7,687.88  |
| 380V                                   | 150A Three Phase - Ceiling Drop  | ea   | \$ 5,584.04    | \$ 8,825.60  | \$ 13,146.66 |
| 380V                                   | 200A Single Phase - Ceiling Drop | ea   | \$ 4,356.53    | \$ 6,861.08  | \$ 10,199.90 |
| 380V                                   | 200A Three Phase - Ceiling Drop  | ea   | \$ 7,385.05    | \$ 11,707.97 | \$ 17,470.21 |
| 380V                                   | 400A Single Phase - Ceiling Drop | ea   | \$ 8,528.32    | \$ 13,537.46 | \$ 20,214.47 |
| 380V                                   | 400A Three Phase - Ceiling Drop  | ea   | \$ 16,873.18   | \$ 26,887.73 | \$ 40,239.84 |

# RATES

## 208V/480V/380V ELECTRICAL ACCESSORIES

|                                | Unit | Incentive Rate | Base Rate | On-site Rate |
|--------------------------------|------|----------------|-----------|--------------|
| European Multi Strip           | ea   | \$ 58.59       | \$ 70.29  | \$ 87.87     |
| Connection Plug Rental - 20A*  | ea   | \$ 110.11      | \$ 132.13 | \$ 156.74    |
| Connection Plug Rental - 30A*  | ea   | \$ 110.11      | \$ 132.13 | \$ 156.74    |
| Connection Plug Rental - 60A*  | ea   | \$ 110.11      | \$ 132.13 | \$ 156.74    |
| Connection Plug Rental - 100A* | ea   | \$ 110.11      | \$ 132.13 | \$ 156.74    |
| Connection Plug Rental - 200A* | ea   | \$ 197.75      | \$ 237.30 | \$ 283.12    |
| Connection Plug Rental - 400A* | ea   | \$ 219.10      | \$ 262.92 | \$ 313.46    |

\*Required for all 208V/480V/380V outlets

## PLUMBING

|                                                       | Unit | Incentive Rate | Base Rate   | On-site Rate |
|-------------------------------------------------------|------|----------------|-------------|--------------|
| Water Connection*                                     | ea   | \$ 261.89      | \$ 422.32   | \$ 633.49    |
| Drain Connection*                                     | ea   | \$ 214.70      | \$ 342.12   | \$ 513.16    |
| Water Fill & Drain - 1-500 Gallons*                   | ea   | \$ 319.70      | \$ 515.52   | \$ 773.27    |
| Water Fill & Drain - Additional 100 Gallons*          | ea   | \$ 46.00       | \$ 80.22    | \$ 120.32    |
| Single Utility Sink*                                  | ea   | \$ 292.57      | \$ 442.39   | \$ 663.58    |
| Single Utility Sink with Hot Water Heater*            | ea   | \$ 414.06      | \$ 619.33   | \$ 929.00    |
| Triple Kitchen Sink with Hot Water Heater & Disposal* | ea   | \$ 907.17      | \$ 1,323.60 | \$ 1,985.39  |
| Water Heater - 30 Gallon*                             | ea   | \$ 398.75      | \$ 598.09   | \$ 897.13    |
| Water Heater - 80 Gallon, Quick Recovery Type*        | ea   | \$ 1,061.63    | \$ 1,273.95 | \$ 1,591.80  |
| Water Heater - 120 Gallon, Quick Recovery Type*       | ea   | \$ 1,588.04    | \$ 1,905.65 | \$ 2,382.06  |
| Air Service Connection*†                              | ea   | \$ 350.54      | \$ 478.13   | \$ 717.19    |

\*Labor, Placement & (1) Connection Included, Only Available from Floor

† 1/2 FPT Service Outlet, 90 PSI Max. (If greater PSI is needed, please contact us)



## RATES

### GASES

|                                                       | Unit | Incentive Rate | Base Rate | On-site Rate |
|-------------------------------------------------------|------|----------------|-----------|--------------|
| LP (Liquid Propane) Gas- 5lb Tank                     | ea   | \$ 85.46       | \$ 104.07 | \$ 156.09    |
| Natural Gas Connection, 1 - 50,000 BTUs<br>Hook-Up *† | ea   | \$ 536.20      | \$ 606.74 | \$ 712.56    |
| Natural Gas - Additional 50,000 BTU's<br>Hook-Up *†   | ea   | \$ 169.30      | \$ 206.11 | \$ 309.17    |

\*Labor, Placement & (1) Connection Included

† Only Available in West Hall B and the N/S Building. Order must be placed (21) days prior to the First Move-In Day.

### MISCELLANEOUS

|                                             | Unit             | Incentive Rate | Base Rate | On-site Rate |
|---------------------------------------------|------------------|----------------|-----------|--------------|
| Fire Extinguisher Rental                    | ea               | \$ 41.58       | \$ 49.89  | \$ 62.37     |
| Fire Watch Fee**                            | ea/person/<br>hr | \$ 70.00       | \$ 70.00  | \$ 70.00     |
| Balloon Retrieval Labor                     | ea               | \$ 105.00      | \$ 105.00 | \$ 157.50    |
| HD Cable TV Service*                        | ea               | \$ 319.51      | \$ 319.51 | \$ 527.62    |
| HD Cable TV Tuner - Required for HD Service | ea               | \$ 106.51      | \$ 106.51 | \$ 106.51    |

\*Labor, Installation & Removal Included \*\*Rate includes applicable administrative fees.

# RATES

## AERIAL RIGGING SERVICES

|                                                                    | Unit | Incentive Rate | Base Rate   | On-site Rate |
|--------------------------------------------------------------------|------|----------------|-------------|--------------|
| Rigging Labor Initial Deposit - Rigging Team of 3, 1 Hour In & Out | ea   | \$ 702.90      | \$ 1,023.84 | \$ 1,535.70  |
| Aerial Par Can Light *                                             | ea   | \$ 319.08      | \$ 538.45   | \$ 807.66    |
| Overhead Lights Out, Per Pod ‡                                     | ea   | \$ 55.00       | \$ 75.00    | \$ 112.50    |

\*Installation, Removal, Electricity & (1) Focus Included

‡Requires Show Management Approval

## AERIAL RIGGING ADDITIONAL LABOR AND EQUIPMENT

|                                                                 | Unit        | Incentive Rate | Base Rate | On-site Rate |
|-----------------------------------------------------------------|-------------|----------------|-----------|--------------|
| Additional Rigging Labor- Per Rigger, Per Hour                  | hr          | \$ 117.15      | \$ 170.64 | \$ 255.95    |
| Holiday or Overtime (After 8 Hours) Labor- Per Rigger, Per Hour | hr          | \$ 175.74      | \$ 255.95 | \$ 383.93    |
| CM Lodestar Chain Hoist, Electric, 1/4 Ton*                     | ea          | \$ 376.91      | \$ 565.38 | \$ 848.05    |
| CM Lodestar Chain Hoist, Electric, 1/2 Ton*                     | ea          | \$ 376.91      | \$ 565.38 | \$ 848.05    |
| CM Lodestar Chain Hoist, Electric, 1 Ton*                       | ea          | \$ 376.91      | \$ 565.38 | \$ 848.05    |
| CM Lodestar Chain Hoist, Electric, 2 Ton*                       | ea          | \$ 376.91      | \$ 565.38 | \$ 848.05    |
| Rotating Motor, 100lb Capacity*                                 | ea          | \$ 251.66      | \$ 323.58 | \$ 485.35    |
| Rotating Motor, 200lb Capacity*                                 | ea          | \$ 251.66      | \$ 323.58 | \$ 485.35    |
| Rotating Motor, 500lb Capacity*                                 | ea          | \$ 478.12      | \$ 645.45 | \$ 968.18    |
| Airwall Hanger                                                  | ea/per week | \$ 25.13       | \$ 37.71  | \$ 56.55     |
| All Thread                                                      | ea/per week | \$ 3.60        | \$ 5.40   | \$ 8.08      |
| Batten or Water Pipe - Per Foot                                 | ea/per week | \$ 3.60        | \$ 5.40   | \$ 8.08      |

\*Electricity Included

For rigging equipment availability and rentals, please email [OCCC-Rigging@OCFL.net](mailto:OCCC-Rigging@OCFL.net).

# RATES

## AERIAL RIGGING ADDITIONAL LABOR AND EQUIPMENT *continued*

|                                                           | Unit        | Incentive Rate | Base Rate | On-site Rate |
|-----------------------------------------------------------|-------------|----------------|-----------|--------------|
| Clamp - Beam                                              | ea/per week | \$ 53.86       | \$ 80.78  | \$ 121.16    |
| Clamp - Misc.                                             | ea/per week | \$ 7.19        | \$ 10.78  | \$ 16.17     |
| Deck Chain                                                | ea/per week | \$ 11.98       | \$ 17.96  | \$ 26.93     |
| Miscellaneous Hardware                                    | ea/per week | \$ 7.19        | \$ 10.78  | \$ 16.17     |
| Nylon Sling or GAC Flex                                   | ea/per week | \$ 17.96       | \$ 23.94  | \$ 35.91     |
| Raw Wire - Per Foot                                       | ea/per week | \$ 1.09        | \$ 1.62   | \$ 2.44      |
| Rope                                                      | ea/per week | \$ 14.37       | \$ 21.54  | \$ 32.31     |
| Sheave                                                    | ea/per week | \$ 25.13       | \$ 37.71  | \$ 56.55     |
| Steel Point                                               | ea/per week | \$ 11.98       | \$ 17.96  | \$ 26.93     |
| Strand Vice                                               | ea/per week | \$ 25.13       | \$ 37.71  | \$ 56.55     |
| Truss Protector                                           | ea/per week | \$ 1.20        | \$ 1.27   | \$ 1.81      |
| Thomas Aluminum Truss, 12" x 12" x 2' - Black or Silver   | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" x 12" x 2.5' - Black or Silver | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" x 12" x 3' - Black or Silver   | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" x 12" x 4' - Black or Silver   | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" x 12" x 5' - Black or Silver   | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" x 12" x 8' - Black or Silver   | ea          | \$ 87.28       | \$ 130.92 | \$ 196.39    |
| Thomas Aluminum Truss, 12" x 12" x 10' - Black or Silver  | ea          | \$ 94.00       | \$ 140.98 | \$ 211.49    |
| Thomas Aluminum Truss, 12" Corner Block - Black or Silver | ea          | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 12" Grapple - Black or Silver      | ea          | \$ 48.27       | \$ 72.39  | \$ 108.58    |
| Thomas Aluminum Truss, 12" Hinge Plate - Black or Silver  | ea          | \$ 87.28       | \$ 130.92 | \$ 196.39    |

# RATES

## AERIAL RIGGING ADDITIONAL LABOR AND EQUIPMENT *continued*

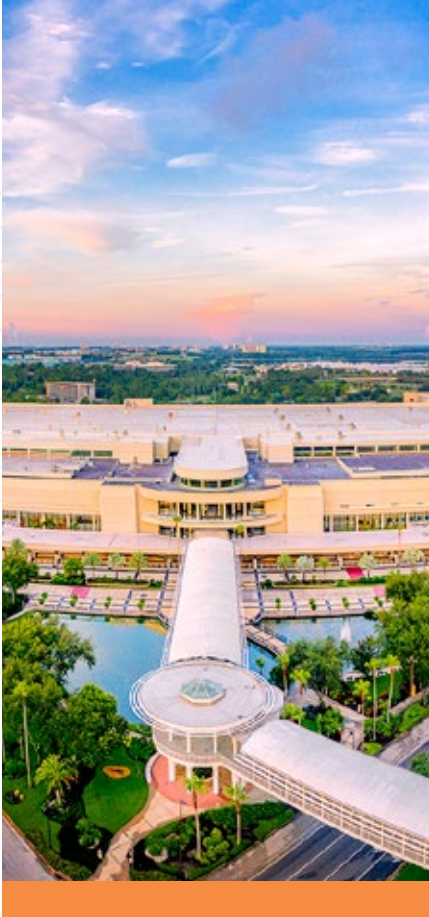
|                                                              | Unit | Incentive Rate | Base Rate | On-site Rate |
|--------------------------------------------------------------|------|----------------|-----------|--------------|
| Thomas Aluminum Truss, 20.5" x 20.5" x 2' - Black or Silver  | ea   | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 3' - Black or Silver  | ea   | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 4' - Black or Silver  | ea   | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 5' - Black or Silver  | ea   | \$ 67.14       | \$ 100.71 | \$ 151.06    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 6' - Black or Silver  | ea   | \$ 80.57       | \$ 120.84 | \$ 181.25    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 8' - Black or Silver  | ea   | \$ 94.00       | \$ 140.98 | \$ 211.49    |
| Thomas Aluminum Truss, 20.5" x 20.5" x 10' - Black or Silver | ea   | \$ 114.14      | \$ 171.19 | \$ 256.79    |
| Thomas Aluminum Truss, 20.5" Corner Block - Black or Silver  | ea   | \$ 107.43      | \$ 161.12 | \$ 241.69    |
| Thomas Aluminum Truss, 20.5" Grapple - Black or Silver       | ea   | \$ 48.27       | \$ 72.39  | \$ 108.58    |
| Thomas Aluminum Truss, 20.5" Hinge Plate - Black or Silver   | ea   | \$ 107.43      | \$ 161.12 | \$ 241.69    |





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Toll-Free: 800-345-9845

Phone: 407-685-9800

Fax: 407-685-9876

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