

MHI 2026 Cost Certainty & Savings Program

MHI and GES are committed to providing exhibitors with cost savings opportunities and simplified invoice planning.

Cost saving initiatives:

- Elimination of ALL Overtime Billing for Material Handling
- Hanging Sign Plus Program helps eliminate OT labor for signs that qualify to be hung
- Introduce a per lb. rate for crated materials – ease of budgeting/cost certainty/no surprises.
- Introduce a per lb. rate for machinery – ease of budgeting/cost certainty/no surprises.
- No additional cost to ship to the GES advance warehouse. GUARANTEED delivery prior to approved target date
- GES will extend the advance receiving dates from 30 days storage to 45 days storage at no additional cost
- Elimination of surcharges to include Special Handling/Uncrated/Overtime/Marshalling Yard Fees
- GES to offer Straight Time Installation & Dismantle Labor for advance orders for labor ordered for Saturday & Sunday for exhibitors 400 sq.ft. and less
- NEW** • No increase to the I&D labor rates from 2024 with an option to reduce hourly rate by 10% with new I&D labor package plan.
- NEW** • Reduction in Material Handling rates for both crated and machinery from MODEX 2024 to 2026.
- NEW** • GES and MHI have built in price reductions to I&D labor rates and Material Handling based on the addition of an optional payment method. Exhibitors can pay by check, wire transfer, or credit card. Please note a 2.5% administrative fee will now be applied to the final invoice if paid by credit card.

All the programs and instructions on how to order can be found for GES services throughout the exhibitor manual.

If you have specific questions, please reach out to the GES National Service center:

+1 (800) 475-2098 | <https://www.ges.com/contact-us/>