

SBC | SUMMIT AMERICAS

THE EXPO GROUP

Architects for connecting communities.

Material Handling
Per Pound Pricing

What is Material Handling?

Material Handling (or drayage) is the transport, safeguarding, and storage of exhibition materials from your shipping provider to your exhibit space at the venue. With our per pound pricing model, we've made it easy for you to estimate your Material Handling charges.



Per Pound Rates Are:

- Easy to Budget
- Simple to Understand
- Specific to Booth Needs
- Charged Based on Total Pounds



SBC Summit Americas 2026 Client Rates

SBC has worked closely with The Expo Group to offer the most competitive Material Handling pricing in the region in order to save YOU money!

2025 Rates

Material Handling = \$1.85 / Pound

The above rate applies to shipments sent to either the advance warehouse or direct to show site

2026 Rates

Material Handling = \$1.75 / Pound

The above rate applies to shipments sent to either the advance warehouse or direct to show site

NEW!

Over 10,00 Pounds = \$1.65 / Pound

Over 20,000 Pounds = \$1.50 / Pound

Gaming Equipment = \$0.95 / Pound**

***This rate will ONLY be applied to gaming equipment, not entire booth freight*

Calculating Material Handling

Simply multiply the weight of your freight (in pounds) by the Material Handling Rate (\$1.75). If you are sending large amounts of freight, you qualify for further discounts as outlined below. See examples below:

Under 10,000: 9,300lbs x \$1.75

Over 10,000: 10,500lbs x \$1.65

Over 20,000: 20,500lbs x \$1.50

Over 10,00 Pounds = \$1.65 / Pound

Over 20,000 Pounds = \$1.50 / Pound

Gaming Equipment = \$0.95 / Pound*

**This rate will ONLY be applied to gaming equipment, not entire booth freight*