

TRADE SHOW AND CONVENTION DECORATOR AGREEMENT

THIS AGREEMENT entered into as of April 1st, 2007, by and between the Trade Show and Convention Decorator employers (the "Employers") hereinafter referred to as the Employer, and Sign Display and Allied Crafts Local Union No. 510 (the "Union") affiliated with the IUPAT and District Council No. 36, hereinafter referred to as the Union.

WITNESSETH

For and in consideration of harmonious relations and the maintenance of settled conditions in the Trade Show and Convention Industry; for the stabilizing of the standards thereof; for the peaceful adjustment of any disputes or grievances that may arise from time to time, and other mutually beneficial relations, the parties hereto have agreed individually and collectively.

ARTICLE I. JURISDICTION.

A. Sign, Display and Allied Crafts Union No. 510 shall have sole jurisdiction over the following work done by the Employer: (1) the installation and removal of all exhibits (floor-to-ceiling) and related materials in connection with trade shows and conventions, including, but not limited to: (a) trade show and convention booth assembly and disassembly; (b) installation and removal of interior and exterior decorations, flags, drapes, and other display materials, specialty furniture, theme areas, modular systems and other display materials; and when assigned to employees covered by this Agreement, operation of mechanical lifts, installation and operation of chain motors and trusses for sign and display material, shall be performed by Installers JATC trained and accredited as riggers;(c) uncrating, assembly, installation, removal, disassembly, and re-crating of all commercial exhibits; installation, dismantling of furniture owned by the Employer, installation and removal of floor coverings and special event displays; and (2) driving of trucks of a maximum capacity of one and one-half tons in the delivery and/or installation and/or removal of the above work and warehouse work, including forklift operation where currently performed.

B. 1. The Union shall also have sole jurisdiction over the following work done by the Employer: (1) the construction, preparation, erection, and maintenance of all signs, lettering, pictorial work, screen process work, show card writing, commercial exhibits and fabrication of advertising displays and (2) pattern and sketch making, scale model making, the preparation of training aids and mockups and application of plastic, vinyl, and similar materials.

2. The Employer agrees that, by entering this Agreement, it will be bound by and abide by the terms and conditions of employment for employees in the classifications set forth in the agreement between the Union and the Convention Services. All members of Union Local 510 shall have complete protection of the provisions of this Agreement including access to the Grievance Procedure, Article VIII.

C. The Employer recognizes the Union as the sole and exclusive source of labor for classifications covered by the Agreement. All work within the jurisdiction of this Agreement shall be done by workers governed by this Agreement in conformity with past practice. Nothing contained in this Agreement shall be construed to restrict workers to the performance of work within his or her classification. Any worker may perform any work within the jurisdiction conferred by this Agreement which he or she may be qualified to do, in conformity with past practice.

D. The only exception to sole jurisdiction (exclusive recognition) is the labor agreements G.E.S. Exposition Services, Inc. has with the Carpenters and Upholsterers Unions. The total number of those employees is not to exceed seven (7). These employees shall be subtracted from G.E.S. thirty-six (36) call by name. (As per N.L.R.B. ruling).

The Union recognizes that for purposes of dispatching labor in accordance with the terms and conditions of Article III paragraph B of the Agreement, the GES Exposition Services San Jose operation shall constitute a separate and distinct location. The GES San Jose operation shall therefore be entitled to its own labor call, including the right to designate thirty (30) journeyman installers selected by name, which shall be separate and distinct from any labor call made by the GES San Francisco operation.

When GES exercises its rights for the San Jose operation under Article III paragraph B, it is understood and agreed that all workers dispatched may only be utilized for work in Santa Clara/Santa Cruz Counties and points south. Neither crew may be rolled North/South or South/ North.

E. The jurisdiction of the Union shall cover the following California counties so long as the Union can provide sufficient qualified workers: Alameda, Alpine, Calaveras, Contra Costa, Fresno, Lake, Madera, Marin, Mariposa, Mendocino, Merced, Mono, Monterey, Napa, San Benito, San Francisco, San Joaquin, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, Stanislaus and Tuolumme. The Union shall use its best effort to equitably enforce this provision at all locations where its jurisdiction is established and maintained.

F. In consideration of the grant of jurisdiction made by the Employer to the Union in this contract, the Union shall cooperate with the Employers to avoid any encroachment by other labor organizations or crafts over the jurisdiction of the work described in this Article I.

G. Any installation of exhibits or displays including any setup materials or uncrating "with the exception of exhibitor product as described herein below" which requires the use of hand tools, or more than one person, or longer than 30 minutes (including crating or uncrating) to install, or exceeds ten feet in any direction, shall be installed by employees covered by this Agreement. Installation of product that is used as an exhibit shall be considered as such. It is the intent when an exhibitor uses the product in its designed form and it is not attached to or part of another item (i.e., pegboard, framework) then it will be permitted. An exhibitor's product shall be considered exempt from any jurisdictional claim with the following exceptions: Any display consisting of back wall panels, headers, light boxes, partitions, or graphic panels, shall fall within the jurisdiction of the Union even if that display is the product sold by the exhibiting company.

ARTICLE II. UNION SHOP MEMBERSHIP.

A. All employees in classifications governed by this Agreement who are members of the Union on the effective date of this Agreement shall be required as a condition of employment to maintain their membership in good standing in the Union during the term of this Agreement.

B. Employees in classifications governed by this Agreement who are not members of this Union on the effective date of this Agreement, and all new employees in classifications governed by this Agreement hired thereafter, shall be required as a condition of employment to become and remain members of the Union in good standing on or after the 30th day following the beginning of their employment or the effective date of the Agreement, whichever is later.

C. For the purposes of Article II, "members of the Union in good standing" means "persons who tender to the Union the periodic dues and administrative fees uniformly required as a condition of acquiring or maintaining membership".

ARTICLE III. HIRING AND DISPATCHING

A. The Employer recognizes the Union as the sole and exclusive source of labor for installers and accepts the exclusive hiring hall procedure (attached herewith) as the Union's procedure for dispatching installers. The Employer shall be entitled to complete a crew with workers from any source when the Union is unable to provide sufficient qualified workers.

B. The Union upon request of the Employer shall dispatch up to 36

journey person Installers by name effective May 1, 2004. Effective February 1, 2005 this number shall be increased by 3 journey persons for each 10% increase in total hours reported to both the Installers and Builders Pension Trust up to a maximum of 48 journey persons during the term of this Agreement. The total hours reported to such Trust each calendar year shall constitute the base hours for the subsequent calendar year. Should there be a decrease in reported hours the call by name shall decrease by 3 journey persons for each 10% decrease in total hours reported to the Trust.

The Employer shall notify the Union of their call by name list for the next calendar week by 2:00 PM each Monday (except holidays). There will be no modifications to the list during that calendar week except by mutual agreement on special occasions as required for security reasons or client demands. If the Union does not receive a list by 2:00 PM each Monday the latest current list will remain in effect. All communications in regard to dispatch and call by name shall be by fax or email. Telephone communications shall be confirmed by fax or email.

C. The Union agrees to furnish competent workers in good standing to the best of its ability, and the membership of the Union will give loyal, unprejudiced support to the requirements of the Employer.

D. The Employer shall have the right to reject any worker dispatched by the Union if the worker is deemed by the Employer, in its sole discretion, not to be in a fit condition to perform the work for which the worker is dispatched. Workers sent home for just cause (excluding minor offenses such as tardiness and the like), shall not be again dispatched to the Employer for the remainder of the show with notification to the Union.

E. When members of the bargaining unit are required to fulfill the needs of any Employer, the final update for the following days dispatch shall be sent to the Union before 2:00 PM by the Employer or such late dispatch shall be subject to low priority. The initial dispatch requirement for Saturday, Sunday or Monday morning shall be sent to the Union by 2:00 PM Friday. "All initial requests for labor shall be submitted in writing, via Facsimile (or Electronic Mail, if timely). This notification will satisfy the approximate number of members of the bargaining unit needed to fulfill the Employers need; other dispatch, layoff and rollover information shall be sent by FAX (or E mail, if timely). Dispatching of workers shall be accomplished by telephone or other electronic methods.

F. On reporting for the installation an employee shall notify the Employer if they will not be available for the dismantle. No later than completion of the installation the Employer shall notify those employees available for the dismantle when to return. Employees so notified shall return as scheduled, except for reason of undue hardship. Employers may reassign journey person Installers from one job or jobsite to another so long as no layoff of more than 48 hours occurs and shall give priority callback subject to reasonable operational requirements.

Rollover from Friday to Monday is allowed as the sole exception to this provision. Employers may not reassign B or C list Installers from one jobsite to another.

G. The normal order of layoff shall be: first "C" list, second "B" list and last "A" list, unless operational inefficiencies on a given day would result from layoff in that order. The workday shall end at midnight (unless completing a minimum guarantee). Employees who will not be scheduled by the Employer to work on the subsequent day of installation shall be notified by 3:00 PM whenever practicable and no later than the end of their shift on the day of layoff. An employee placed on such layoff may decline recall to that show providing the Employer is so advised at the time of layoff.

H. The Employer shall select and designate an initial foreperson on the call, such foreperson shall be excluded from the number of employees dispatched by name in paragraph B and shall be paid 11% above journeyman rate of pay. Such foreperson shall remain accessible until work at all locations is completed and shall be available to properly supervise the work and perform other forepersons duties and responsibilities under the direction of the Employer. Whenever three or more A Installers are employed one shall be a foreperson. The right to promote or demote forepersons shall remain at the sole discretion of the Employer.

I. Should a court of competent jurisdiction or the National Labor Relations Board determine that seniority provisions such as those contained in the Procedures for Installers are unlawful, those provisions shall become inoperative, and the parties shall meet as soon as possible to agree upon provisions as similar to the present ones as possible.

J. Other details of the dispatch procedure shall be conducted in accordance with the Procedures for Installers attached hereto.

K. The Union shall furnish each employee with an appropriate photo identification badge to be properly displayed above the waist while working. Each Employer shall furnish a Company identification sticker to be properly affixed to the designated position on such badge while working for that Employer.

The Employer may require employees working as forepersons or leadpersons to wear Company furnished work clothing. All other employees shall not be required to wear Company furnished work clothing unless a specific requirement for a particular show or exhibit. In all circumstances work clothing shall be safe and appropriate for the job.

ARTICLE IV. STEWARD.

A. On major shows of 200,000 or more square feet, or as determined by the parties in advance, the Union shall assign and schedule a Show Steward to the event. Such Show Steward shall be properly trained and qualified to be in charge of all steward responsibilities and the supervision of working stewards in the employ of any and all signatory employers at the showsite or showsites, as determined by the Union. The Show Steward shall be compensated at the Leadperson rate of pay, including fringes, by the general contractor of the show but not included in such contractor's production workforce. The Show Steward shall directly report to the Business Agent designated by the Union, shall act as the Business Agent's representative and is subject to assignment or reassignment by the Union. The hours of work of the Show Steward shall be determined by the Union and a reasonable cost estimate submitted to the general contractor in advance of the show

In addition to the foregoing and the duties of the working steward, the Show Steward's duties and responsibilities include, but are not limited to, monitoring and enforcing the provisions of the Agreement without unnecessary loss of employee and/or working steward productive time, coordinate with all appropriate employer representatives (foremen and management) in the implementation of the Agreement, work with the safety and loss prevention representatives of the Employer, courteous and appropriate interaction with facility management, show management, exhibitors and representatives of other Unions working on the premises.

It is the intention of the parties that Show Stewards will properly represent the interests of the Union and employees at showsite, therefore eliminating floor disputes, increasing efficiency and promoting improved industry and customer relations. Forepersons shall not be stewards.

B. The Union may appoint working stewards as a representative of the Union in sufficient numbers to assist the Business Representative and/or Show Steward to protect the jurisdiction of the Union under the Agreement. More than one working steward may be appointed to an event or Employer by mutual agreement of the parties, one such working steward shall be designated the primary working steward. Further, by mutual agreement a working steward may assist the Business Representative or Show Steward in a subsequent dispatch.

Working stewards will promote safe work practices and encourage harmonious relations on the job site. They will be permitted to devote a reasonable amount of time to these concerns. If a working steward leaves a job site and three or more Installers remain the working steward (or Show Steward) may appoint a successor from the remaining Installers. Working stewards and employees shall not be disciplined, coerced or discriminated against for engaging in lawful activity under the Agreement.

Whenever practicable working stewards shall not directly contact exhibitors or show management concerning jurisdictional or other matters under the Agreement without first contacting the Employer. In any event such contact shall be made in a courteous and professional manner. Working stewards shall be the 3rd from last person laid off each day. If the entire call-by-name crew is rolled over the stewards shall be rolled over, but not necessarily as the stewards.

The Show Steward or a working steward will be present when out-of-area workers sign in and out and the Employer shall make every reasonable effort not to assign working stewards to installing and dismantling displays whenever practicable.

C. The Show Steward or working steward shall be notified of an accident on the jobsite. The Union shall receive a copy of the Employers accident report involving any employees under this Agreement upon request.

D. The Employer shall maintain a daily sign in sheet that includes the name and classification of each employee. The Employer shall provide a copy to the Union in a timely manner. Upon request the Union may review employee timecards and obtain copies of sign in sheets.

E. For each work location, the Employer shall make available to the Show Steward or working steward, by 9:00 am, an agreed upon form, or its equivalent, containing a list of employees laid off on the previous day.

F. The Union is responsible for notifying the Employer and employees at the job site of the Show Steward and working stewards. All such stewards shall be previously trained in or familiar with their appropriate duties and responsibilities.

ARTICLE V. MANAGEMENT PREROGATIVES.

The Employer shall have sole and exclusive jurisdiction of the management and operation of its business, including but not limited to; direction and size of the working force, types of equipment, establishment of production rates and standards, the extent to which the plant or any part thereof is operated or shut down, the right to maintain efficiency in all places of employment, the right to transfer (with the consent of the employee), hire, promote, demote, discipline and/or discharge employees, subject to the specific provisions of this Agreement. It is agreed the foregoing rights shall not be deemed to exclude other preexisting rights of management not enumerated herein providing such preexisting rights do not conflict with any terms and conditions of this Agreement.

ARTICLE VI. DISCHARGE AND DISCRIMINATION AGAINST EMPLOYEES.

A. The Employer agrees not to discharge or discipline any employee for engaging in any lawful protected activity which is not in violation of this Agreement.

B. The parties signatory hereto agree that no employee will be discriminated against by reason of age, race, color, religion, disability, sexual orientation, national origin or military status, further the parties shall abide by all applicable Federal and State Laws including but not limited to the Family Medical Leave Act, membership or non-membership in the Union or any other labor organization. It shall not be a violation of this Agreement for any employee to refuse to work in connection with any display of any establishment of any individual, firm or corporation, when such individual, firm or corporation is under lockout or is under strike recognized by the Teamsters, ILWU, AFL/CIO Labor Council and/or a Building & Construction Trades Council.

ARTICLE VII. DISMISSAL.

The Employer is at liberty to discharge for sufficient cause any employee. Sufficient cause shall include, but is not limited to, dishonesty, substance abuse, repeated violation of the safety rules and failure to report to work without just cause. The Employer shall notify the Union of any termination for cause in writing within five (5) working days (Monday - Friday).

ARTICLE VIII. GRIEVANCE PROCEDURE.

A. Any dispute that may arise as to the interpretation of this Agreement shall be brought to the attention of the other party of this Agreement. Any dispute must be taken up with the Employer within thirty (30) days of the date the Union has knowledge thereof.

B. Any dispute as to the interpretation of this Agreement which cannot be adjusted amicably between the Union and the Employer within fourteen (14) days may be referred to a Board of Adjustment upon written request of either party. The Board shall consist of two (2) selected by the Union and two (2) selected by the Employer. The findings of this Board shall be binding upon both the Union and the Employer, provided that the Board shall not have authority to change, alter or modify any of terms or provisions of this Agreement. The decision of the Board shall be by a majority and shall be reached within seven (7) days from the date the controversy is presented for adjustment. This process may be waived by either party (Union or Employer) and shall proceed directly to Step C. By mutual agreement of the Employer and the Union this section may be modified during the term of this Agreement.

C. In the event that any dispute submitted to this Board of Adjustment cannot be settled within the period of time provided for in Section B. above, the issue in dispute may be submitted for disposition to an impartial arbitrator. The party presenting the dispute shall request arbitration in writing not more than ten (10) days following a deadlock in Board of Adjustment, or the dispute will be considered to have been withdrawn and waived. If no response is made to the request for arbitration within fifteen (15) days, the allegations shall be deemed to have been submitted and proved. Such impartial arbitrator shall be selected by alternate striking from a panel of seven arbitrators to be obtained from the Federal Mediation and Conciliation Service. The arbitrator shall have authority only to interpret the provisions of this Agreement, and shall not have authority to change, alter, add to, delete, amend or modify it. His/her decision on any matter submitted to him/her shall be final and binding on both parties to this Agreement.

ARTICLE IX. LABOR CONTROVERSY.

If members who are subject to this agreement are withdrawn upon the order of the International Officers, or of a Central Labor Organization with which they are affiliated, because of a labor controversy upon the building or site in which members are, or about, to perform any display installation, it shall not be a violation of this Agreement.

ARTICLE X. CLASSIFICATIONS.

A. The JATC will establish and maintain a continuing journey level education program that includes appropriate required refresher courses as determined by the JATC. Successful completion of governmental or JATC required training programs; accreditation or certification shall be considered a necessary qualification for employment. There shall be only one classification of journey person installer. A worker shall be acknowledged and treated as a journey person installer if he or she has met the requirements in that classification and can perform, without assistance, the work commonly associated with the installer classification. (1) To insure the high degree of professional work standards the parties agree that if the skill and proficiency of a journey person is questionable the following procedure may be initiated by any two of the following three: foreperson, steward, production manager. (a) The affected journey person shall be referred to a Joint Review Panel composed of one Union member and one Employer member appointed by and responsible to the JATC. (b) The Training Coordinator shall consult with and advise the Panel of his/her recommendations. (c) The Joint Review Panel shall investigate and determine the required remedial action to be taken. Such remedial action may include classroom training, on the job training or any other remedial training within the jurisdiction of the JATC. (d) The Joint Review Panel shall not have authority or responsibility to take or recommend discipline or discharge action. Determinations of the Panel shall not be subject to the grievance procedure. Either party may request a review of any Panel determination by the JATC. The

JATC shall maintain continuing educational programs and refresher courses as needed including certification classes.

B. Carpet Cleaners are persons who operate carpet cleaning equipment. When working in the shop they will clean and handle floor coverings and will maintain the floor covering storage area. They may work as installers if all A List installers are working, but in such a situation shall be paid the appropriate installer rate. Hiring of carpet cleaner shall only be through the Union. When working at a location other than the shop, carpet cleaners may only operate cleaning equipment, may roll and unroll carpet for cleaning purposes only and must be under the supervision of a 510 Foreperson.

C. Minimum tool requirements for all Installers are: claw hammer; pliers; one small and one large flat screwdriver; one medium Phillips screwdriver; 6" to 10" crescent wrench; 30 ft. or larger tape measure; Stanley or equivalent utility knife; diagonal or side cutters; work apron with pockets or tool belt with pouch; one metric and one standard Allen wrench set; cushion back carpet cutter; chalk line; small pry bar; pen or pencil; staple gun (Markwell L4, Arrow JT21 or equivalent); ratchet and appropriate sockets for modular systems. Installers shall have their tools readily available. Any Installer reporting to work without their required tools shall be subject to dismissal for that workday. The Employer shall supply staples, ladders (as needed), which shall be industrial rated and an adequate first aid kit.

Journeyman Installers shall have a hand held rechargeable battery operated drill motor as a required tool. The Employer shall have a battery charging station available at the job site.

D. WORKING FOREPERSON. Forepersons are defined as workers who call together a crew of installers and who direct the work of the crew. Forepersons shall be 510 "A" Installers. No person may be a foreperson for more than one company (simultaneously).

E. LEADPERSON. There shall be one leadperson (journeyman) whenever an employee is coordinating the work flow of six or more A, B, or C List Installers. Such leadperson shall be paid a ten percent premium. The Employer retains the right to promote and demote leadpersons and forepersons.

F: NON JOURNEYPERSON (B&C) INSTALLERS Workers who have not completed requirements for Journeyman Installers, but can use required tools in performing installer assignments.

ARTICLE XI. OUT-OF-AREA-INSTALLERS.

1. "J" and "A" list members of IUPAT Local Union 831 of District Council 36 may work on a ratio of three (3) Local 510 members to one (1) Local 831 member within the jurisdiction of Local 510 provided Local 510 is notified by the Employer prior to them commencing work.

Members of other affiliated IUPAT Local Unions may clear in and work for the duration of the show within the jurisdiction of Local 510 in a minimum ratio of three (3) Local 510 members to one (1) member from another IUPAT Local Union. This minimum 3/1 ratio must be maintained at all times during the employment of such workers, including any standby work.

2. Members of Local Unions not affiliated with IUPAT may work in this jurisdiction by mutual agreement between the Principal Officer of Local 510 and the Employer, provided all available "A" Installers are working.

3. Anyone who does not register with the Union at least one business day before starting work in our area will not be allowed to work under this Agreement.

4. Out-of-area workers shall be included in the employer's call by name, when called by the Employer.

5. Each Employer shall check off one dollar (\$1.00) per hour worked by all out of area Installers and all B and C Installers and remit such funds to Local 510. Prior to working the Installer shall complete the appropriate authorization.

6. Whenever a Local 510 Installer accepts a temporary assignment out of the jurisdiction of this Agreement, such Installer shall continue to be covered by all the terms and conditions of this Agreement.

ARTICLE XII. WAGES.

A. The minimum hourly wage rates for the employees in classifications governed by this Agreement shall be as follows for each hour worked, paid or owed:

All rates listed (prior to B & C classification) five cents (5¢) promotion fund plus 2% administrative dues (on wages worked paid or owed) shall be deducted from the check.

	4/1/07	4/1/08	4/1/09
1. 'A' INSTALLERS - JOURNEYPERSONS:			
Base Rate Straight Time	32.10	34.10	36.60
vacation & holiday pay 7% on straight time hours only	<u>2.25</u>	<u>2.39</u>	<u>2.56</u>
	34.35	36.49	39.16
Time and One-Half	48.15	51.15	54.90
Double Time-	64.20	68.20	73.20
FOREPERSON			
Base Rate Straight Time including vacation & holiday pay 7%	38.12	40.50	43.47
Time and One-Half	53.45	56.78	60.95
Double Time	71.26	75.70	81.26
LEADPERSON			
Base Rate Straight Time including vacation & holiday pay 7%	37.78	40.14	43.08
Time and One-Half	52.97	56.27	60.39
Double Time	70.62	75.02	80.52
2. INSTALLERS 'B' LIST:			
70% of Journeyperson Rate,	22.47	23.87	25.62
Time and One-Half,	33.71	35.81	38.43
Double Time	44.94	47.74	51.24
3. INSTALLERS 'C' LIST;			
55% of Journeyperson Rate,	17.66	18.76	20.13
Time and One-Half,	26.49	28.14	30.20
Double Time	35.32	37.52	40.26

\$1.00 dues check off to be deducted from B, C and Installer trainee rates listed for each hour paid or owed

All Carpet Cleaners and Shop Installer employees benefits see Shop Agreement. Sick leave shall be computed from the first day of employment to establish a yearly (minimum of 1500 hours worked) or pro rata below 1500 hours.

4. FOREPERSON: 11% above Journeyperson's rate. Pay will be in units of 4 hours (i.e., if a person worked as a Foreperson any part of the day, he or she would receive Foreperson pay for 4 hours.)

5. LEADPERSON (OR HIGHTIME): 10% above Journeyperson's rate. Leadperson or hightime pay will be in units of 4 hours (i.e., if a person worked as a Leadperson any part of the day, he or she would receive Leadperson pay for 4 hours)

7. SHOP EMPLOYEES: Shop employee wages and conditions shall be governed as per Article I, Section B.2.

7. (a). An employee under this Agreement may be granted transfer to the Builders Agreement when working for an individual Employer under the following conditions:

Completed three years, with a minimum of five hundred hours of work each year, under the Installers Agreement and successfully completed all JATC requirements. Such Installer shall be eligible for the journeyperson builder classification and be considered a 'shop installer' for that Employer.

When working for another Employer as an Installer such employee shall be covered by the Installer Agreement.

The foregoing shall not preclude such employee from working in a shop under the Installer Agreement if mutually agreeable between the employee and Employer.

B. MINIMUM TIME. A minimum of four (4) hours pay at the rate in effect at the time an employee reports to work shall be paid as a mini-call e.g., if a person reports to work at 4:00 P.M. Monday and worked two hours, he or she would receive one hour straight time and three hours at time one and one-half.)

C. HIGH TIME. Ten percent (10%) additional shall be paid for work performed over three stories or thirty feet, whichever is higher. And for all mechanical lift work.

D. PAYDAY. Each Employer shall designate a weekly payday of Tuesday, Wednesday or Thursday. Employees shall be paid on the same day each week. If wages due are not paid within three (3) days of the regular payday, then in addition to all other legal remedies, the employee shall be paid an additional \$25.00 per day for each day the wages remain unpaid, up to a maximum amount of \$150.00. It shall not be a violation of this Agreement for any employee to refuse to work for any Employer who has not paid all wages due within three (3) days of the regular payday. Reasonable effort shall be made to deliver paychecks to the Convention Center for employees who may be working there after 3:00 PM and prior to 5:00 PM on payday, or the employee may pick

up their paycheck from an Employer maintaining a regularly staffed office or other designated facility between 3:00 PM and 4:30 PM on the regular payday. Checks not claimed by the employee on the regular payday shall be sent by mail to the employee's last known address on the first business day following the regular payday. Such payday may be changed upon two (2) weeks written notice to the Union.

During the term of this Agreement each Employer shall make available to eligible employees covered by this Agreement, the option to directly deposit their paychecks into their designated account in a participating financial institution in accordance with the terms of the Employer's direct deposit option. Each employee shall be responsible for properly completing the enrollment form supplied by the Employer, with required attachments thereto, and presenting such form to the Employer during the enrollment period. In the event the direct deposit option is selected it is understood that funds may not be available to the employee until the business day following the designated payday.

In the event an employee closes a bank account without required notice to the Employer a manual paycheck will be issued on the next payday after notice of deposit rejection from the financial institution.

When a paycheck or direct deposit receipt sent to the employees last known address is returned to the Employer unclaimed, such item shall be submitted to the Union for disposition.

F. ADMINISTRATIVE DUES. The Employer agrees that as and for dues, it shall, pursuant to certification by the Union (as provided below) deduct and transmit to a bank or a similar financial institution thereto (the "Bank") the following sums for all hours paid or owed by members of the Union:

Journey person installers	
2% of wages & Promotion Fund, \$.05 per hour (deducted from gross check)	2% of wages plus 5¢/hour
Non-Journey person installers	
B or C Lists administrative dues	\$1.00/hour
Out-of-area workers administrative dues	\$1.00/hour

G. Each Employer shall post a \$25,000 Surety Bond to be initially eligible to sign this Agreement. Employers Signatory prior to 4/1/04 may drop their bond, with the approval of the Trust Fund Trustees, if there is no more than one (1) delinquency per year during a three (3) consecutive year period, and must be reinstated if three (3) delinquencies occur within a one (1) year period thereafter. Surety

Bonds of Employers who initially become Signatory on or after 4/1/04 shall remain in effect and may not be dropped as in above language.

The Union shall certify to the Employers a list of installers that have signed a voluntary dues deduction authorization and shall further certify that copies of those authorizations have been filed with the Bank. The Union shall also send all employers signatory to this Agreement a list of installers who may be dispatched who have not signed such an authorization. Upon request of any Employer the Union will provide copies of all authorization. The Union agrees to hold the Employers harmless for any liability they may incur to employees by virtue of dues which have been checked off or omitted from check off in reliance upon any of the aforesaid certifications by the Union. Remittances shall be due on the same day and same basis as medical insurance and pension contributions are due.

H. The level of wages and benefit contributions (excluding administrative dues which may be reduced with 30 days notice to the employer) identified in this Agreement will remain as identified for the life of this Agreement.

ARTICLE XIII. TRAVEL EXPENSE.

A. Employees required to remain overnight out of jurisdiction of this Agreement shall be reimbursed for actual, reasonable expenses for meals, lodging and transportation in accordance with the Employers policy for all employees of that Employer. When a per diem policy is used for meal expense such policy shall not be less than the IRS minimums in effect at the time of the trip. Whenever an employee travels with their personal vehicle at the Employers request the reimbursable mileage shall be in accordance with the IRS allowance. Employees requesting an expense advance shall submit such request during normal business hours in accordance with the Employers Procedure.

The Employer shall not be required to provide travel or lodging expenses on initial dispatch for Employees in the jurisdictional area of this Agreement.

It shall be the responsibility of the Employees to keep travel expenses reasonable. The Employer may demand receipts for travel expenses.

Traveling time on Monday through Friday shall be at the straight time rate. Travel on Saturday or Sunday shall be at the time and a half rate. If an employee is traveling and working on a continuous shift the applicable overtime rate shall apply.

B. Any time spent in transit from one jobsite to another for the same employer shall be considered worked time. When one Employer transfers employees from one job site to another, if less than four (4) hours elapses between the sign out of the first job and sign in of the second job, time in transit shall be considered time worked.

C. Whenever there is a break of more than one hour, a four hour minimum shall be in effect.

D. Parking expenses at the second and subsequent job sites on one day, shall be reimbursed.

ARTICLE XIV. HOURS AND OVERTIME.

A. The hours of work shall be as follows: Eight (8) hours shall constitute a day's work, Monday to Friday inclusive. Said eight (8) hours to be worked between the hours of eight o'clock (8:00) a.m. and five o'clock (5:00) p.m., with one (1) hour off for meals after four (4) hours of work. The meal period may be shortened to one-half hour in a given day if the majority of the workers at a job or project agree.

B. Forty (40) hours shall constitute a work week for all employees and said forty (40) hour week shall consist of five (5) eight (8) hour days, Monday through Friday, inclusive.

C. All employees required to work overtime on a weekday shall receive four (4) hours' notice or by 3:00 p.m. that day. All employees required to work on Saturday, Sunday, or a holiday (Thanksgiving Day, Christmas Day, New Year's Day, Fourth of July, Labor Day, Memorial Day, President's Day, Dr. Martin Luther King Day, or Cesar Chavez Day) shall receive one (1) day's notice, to the best of the Employer's ability, emergencies excepted. If any Sunday or holidays are worked, they shall be paid for at double time pay. When holiday falls on Sunday, Monday shall be considered the holiday. Saturday, the preceding Friday shall be considered the holiday.

D. All work performed in excess of eight (8) hours in any one shift shall be paid for at the rate of time and one-half, except for the double time provisions as outlined in this Article. Double time shall be paid for all time worked after twelve (12) hours, and all time worked between 10 p.m. and 5 a.m. on any day. Five (5 a.m.) until 8 a.m. shall be paid at time and one half rate Monday through Saturday. Time worked Monday - Friday 5 p.m. to 10 p.m. shall be paid at the time and one half rate, unless on a continuing double time shift, (twelve (12) hours have been worked).

E. Any continuing shift starting prior to 5:00 AM shall continue past 5:00 AM at the time and one half rate for up to twelve hours. After twelve hours is completed any additional hours worked shall be at the double time rate.

F. When an employee leaves a double time shift, he/she must have an eight (8) hour break between shifts or return to work at the double time rate of pay when working for the same Employer.

G. The first four hours worked Saturday morning between the hours of five o'clock (5:00) a.m. and twelve o'clock (12:00) noon shall be paid at the rate of time and one-half, unless on a continuing double time shift having worked twelve (12) hours. Thereafter, Saturday until Monday at 5 a.m., the rate of pay shall be double time.

H. No shift shall be required to work in an overtime period for over four (4) hours without a "food break" of at least one-half (1/2) hour. A fifteen (15) minute "coffee break" shall be taken approximately half-way through each four (4) hour work period throughout the twenty- four (24) hour day. However, "coffee breaks" may be advanced or delayed once per day, no longer than one hour in the morning, when staggered shifts are used.

I. When employees are requested to take a meal break of more than one (1) hour's duration, then a four (4) hour minimum shall be effective upon resumption of work.

J. Whenever shifts are required for the operation the Employer shall notify the Union of the shift schedule. Shifts shall be implemented by mutual agreement in accordance with operational requirements.

K. Notwithstanding any other provisions of this Agreement the Employer shall not regularly or normally work any employee more than twelve hours in any workday or be required to grant less than eight (8) hours rest to any employee between shifts.

L. Installers employed in an Employers shop or warehouse as a builder, when such Employer is signatory to the Builders Agreement, shall be subject to Article XVII, Hours and Overtime of such Agreement while employed in such capacity.

ARTICLE XV. TOOL SECURITY.

The Employer shall make best reasonable effort to provide an adequate number of locking tool cages or other reasonably secure means at the job site during the workday (and overnight storage) of employee's required personal tools. Garments and other personal belongings shall be removed by the employee daily. All tool, garment and personal belonging storage shall be at the employee's own risk.

ARTICLE XVI. MEDICAL PROGRAM.

A. The medical program for installers is composed of a Medical, Vision, Prescription, Dental and Life insurance program.

1. Each Employer signatory to this Agreement shall pay into the Sign, Pictorial and Display Industry Medical Program for each hour paid or owed by installers covered by this Agreement, effective May 1, 2007 \$7.95 effective May 1, 2008 \$8.45, May 1, 2009 \$9.45. The Union may defer wages to the Medical Plan during the term of this Agreement.

B. Payments are due and payable into the Medical Program between the first and fifteenth day of each month, provided that the Employers receive the necessary forms and data by the first of the month.

C. Said Medical Program shall be administered in accordance with the provisions of the Trust Agreement adopted by the parties hereto and by any amendments thereto.

ARTICLE XVII. PENSION PROGRAM.

A. Each Employer signatory to this Agreement shall pay into the Sign, Pictorial and Display Pension Program for each hour paid or owed for employees (excluding 'C' list installers) covered by this Agreement \$4.65. Payments to the Fund shall not exceed the amount listed for the life of the Agreement.

B. Payments are due and payable into the Pension Program between the first and fifteenth day of each month, provided that the Employers receive the necessary forms and data by the first of the month.

C. The Sign, Pictorial and Display Pension Program shall be administered in accordance with the provisions of the Trust Agreement adopted by the parties hereto and by any amendments thereto, and each Employer signatory to this Agreement agrees to be bound by all of the terms and conditions of said Trust Agreement and any amendments thereto now in force or hereafter adopted.

ARTICLE XVIII PAYMENT OF FRINGE BENEFITS.

A. DUE DATES. Each Employer shall submit to the Trust Fund Administration Office payment contributions along with a monthly fringe benefit remittance form, showing the hours worked by its employees during the preceding month or stating that it had no employees. Each Employer shall simultaneously submit a copy of its monthly fringe benefit remittance form to the Union. In order to be timely, fringe benefit contributions must be received by the Administration Office on or before the fifteenth (15th) day of the month following

the month when the work was performed by employees of Employers whose principal place of business is located within the State of California and on or before the twentieth (20th) day of the month following the month when the work was performed by employees of Employers whose principal place of business is located outside the State of California.

B. DELINQUENT PAYMENTS In respect to all fringe benefit payments, time is of the essence. The parties hereto recognize and acknowledge that the regular and prompt payment of fringe benefit contributions by each Employer to the Trust Funds is essential to the maintenance in effect of the various Funds and Plans involved, and that it would be extremely difficult, if not impossible, to fix the actual expense and damage to the parties hereto and to the Funds and Plans which would result from the failure of an Employer to make the monthly payments in full within the time provided. Therefore, it is agreed that the amount of damage to each said Fund and to the parties hereto resulting from any such failure shall be, by way of liquidated damages and not as a penalty, the greater of \$200 or ten percent (10%) of the amount due and unpaid, or as otherwise determined by the Trust Funds. Such liquidated damages shall become due and payable to the Trust Funds on the day immediately following the day on which the Employer become delinquent. In addition, all delinquent contributions and liquidated damages shall bear interest at the rate of ten percent (10%) per annum, from the date each was due, until paid. If any Employer defaults in the payment of any contributions due to the Trust Funds, then in addition to the fringe benefit contributions, liquidated damages and interest provided herein, said Employer shall pay all reasonable collection expenses incurred by the Trust Funds, including but not limited to arbitration fees, costs of fees of collection agents, auditing fees, accountants' fees, costs of attachment bonds, all legal expenses and costs, attorneys' fees, court costs, and reasonable compensation for employees or agents of the Trust Funds incurred in connection therewith.

C. EMPLOYER RESPONSIBILITY. In addition to all other remedies, if an Employer is delinquent in the payment of fringe benefit contributions and, consequently, an employee is denied benefits, said Employer shall pay for the health benefits which would have been provided for its employees but for said delinquency.

D. WITHDRAWAL OF EMPLOYEES. It shall not be a violation of this Agreement for the Union, after receiving notice from the Administration Office that an Employer is delinquent in the payment of fringe benefit contributions, to withdraw employees working under this Agreement from the job or jobs of said delinquent employer or to refuse to furnish employees to said delinquent Employer until full payment has been made. Before withdrawing employees pursuant to this paragraph, the Union must give said Employer seventy-two (72) hours notice by certified mail. Each employee so withdrawn shall continue to receive from said delinquent Employer full wages and fringe benefits up to a maximum of three (3) days, in addition to all wages and fringe benefits due for time actually worked prior to the withdrawal from the job. No employee will be

disciplined as the result of leaving the jobsite of a delinquent Employer. The action of withdrawing employees from the job must be uniformly enforced on all delinquent Employers; if it is not uniformly enforced, this paragraph shall be null and void.

E. RIGHT TO AUDIT. Upon notice in writing from the Trust Funds or an authorized agent thereof, each Employer shall permit any accountant appointed by the Trust Funds to enter upon its premises during business hours, at all reasonable times, and to examine and copy such books, records, and documents of such Employer as may be necessary to determine whether the Employer is making full and prompt payment of all sums required to be paid by this Agreement.

F. DOCUMENTS FOR AUDIT. The Employer understands that the purpose of the audit is to determine how much money, if any, is owed under the terms of this Agreement. The Employer further understands that the purpose of the audit would be defeated if it were able to limit the audit in any way, including limiting the audit to the employees whom the Employer defines as covered employees. Therefore, the Employer shall not limit the scope of the audit in any fashion, but must make available to the Trust Funds, upon request, all of the following books and records maintained by the Employer. The parties agree that the following documents are necessary for the completion of an audit pursuant to this Agreement: the Employer's quarterly tax returns to the state and federal government including California Forms DE-6 and IRS Forms 941; payroll journals, individual earnings records and time cards for all employees; general check registers; reports of employee hours to all trade unions and to all employee benefit plans; and workers compensation insurance reports for all employees. Upon the accountant's certification that further documents are necessary to complete an audit, the Employer shall be required to produce any of the following documents as specified by the accountant and approved by the Trust Funds: general ledgers; bank statements; canceled checks; IRS Forms W-2, W-4, 1096 and 1099; cash receipts journals; financial statements; invoices; contracts; federal and state income tax returns; and any other records which the accountant deems necessary or relevant to complete the audit.

G. COST OF AUDIT. The entire cost of the audit shall be borne by the Employer if the audit reveals that the Employer paid fringe benefit contributions which were less than the amount due, by at least ten percent (10%) of all contributions due for the period covered by the audit. Any Employer who cancels an audit without at least two (2) working days notice, or who fails to provide the required documents, shall be liable for the costs caused by that delay or that failure whether or not the audit reveals any contributions due. If an employer refuses the accountant entry for purposes of an audit, the Trust Funds may take legal action to compel entry, without regard to any grievance or arbitration procedure in this Agreement; and the Employer shall pay all reasonable costs and legal fees incurred by the Trust Funds in compelling or obtaining such an audit. In the event that an audit is performed outside the State of California, the

Employer shall pay all costs incurred by the Trust Funds' accountant for transportation, meals and lodging in connection with the audit.

H. TERMINATION NOTICE. In addition to giving written notice of termination or modification as set out in Article XXV herein, an Employer desiring to terminate the Collective Bargaining Agreement shall also give notice of termination to the Fringe Benefit Trust Fund Administrator, at least sixty (60) days prior to the last effective date set out in this Agreement, or the last day of January of any succeeding year, (60 days notice) of the desire to terminate or modify this Agreement in order that the Fringe Benefit Trust Funds may have knowledge of such notice on the part of the Employer.

I. ACKNOWLEDGEMENT OF RECEIPT. The parties hereby acknowledge that the Employer has received copies of, and agrees to be bound, by all Declarations of Trust, as amended, establishing each of the several Fringe Benefit Trust Funds set out in this Agreement.

ARTICLE XIX. VISITS TO ESTABLISHMENTS.

It is agreed by the parties hereto, that for the purpose of the carrying out and enforcing the terms of this Agreement, the Business Representatives of the Union, or a properly accredited representative of the International Brotherhood or Local Union, shall have the right of visiting and entering the establishment of the Employer to interview workers. The Union representative shall enter Employer premises by the front door and shall notify the owner or manager or (if neither is available) some other non-bargaining unit employee prior to proceeding to the work area.

ARTICLE XX. LABELS.

The label of Local Union No. 510 shall be placed on each finished piece of display work in such a position as may be mutually agreed.

ARTICLE XXI. CONTRACT ENFORCEMENT.

A. The Union agrees to immediately take all steps to enforce the terms and conditions of this Agreement upon all Employers engaged in any of the classifications of work covered by this Agreement.

B. The Union further agrees to immediately take all steps to prevent the installation of displays and/or exhibits in any shows or conventions located within the jurisdiction of the Union, by other than employees of the Employers signatory to this Agreement. The Employer agrees to notify its clients of the Union's jurisdiction over the work of the classifications defined in this Agreement. A copy of such notice shall be sent to the Union.

C. There shall be no strike or lockout during the term of this Agreement.

ARTICLE XXII. NOTIFICATIONS.

A. Each Employer signatory to this Agreement agrees to notify the Union of any new hires within three (3) days of the payday immediately following hire.

B. The Union agrees and it shall, upon the execution of this Agreement, notify its members of the provisions thereof, and shall thereafter discipline any of its members found guilty of the violation of the goodwill and cooperation of this collective bargaining Agreement.

C. Each Employer signatory to this Agreement shall notify the Union of all bookings or scheduling of shows by the 7th of the month prior to the month for which said show is scheduled. All shows with one thousand (1000) or more booths shall have a pre-job conference.

ARTICLE XXIII. CHANGE OF OWNERSHIP.

A. This Agreement, and any supplements or amendments thereto, hereinafter referred to collectively as "Agreement," shall be binding upon the parties hereto, their successors, administrators, executors, and assigns.

B. In the event the Employer fails to require the purchaser, transferee, or lessee to assume the obligations of this Agreement, the Employer (including partners thereof) shall be liable to the Union, and to the employees covered for the terms of this Agreement for all damages sustained as a result of such failure to require assumption of the terms of this Agreement, but shall not be liable after the purchaser, transferee, or lessee has agreed to assume the obligations of this Agreement. The word "damages" in this paragraph means any loss of wages or fringes sustained by an employee or the Union due to the Employer's failure to abide by the provisions of this paragraph.

ARTICLE XXIV. JOINT ACTION TRAINING COMMITTEE.

A. The Employer agrees to contribute forty-one cents (41¢) per hour to a Trust Fund for a Training Program for all employees covered by this agreement. The JATC shall select and employ a Training Coordinator as required. Such individual shall take direction from and be responsible to the JATC.

1. All newly hired trainees and helpers shall be required to complete the Training Program established by the Training Program for Installers within the first year of employment.

2. The JATC shall maintain a current list of an adequate number of trained and accredited riggers. Such list shall be distributed to the designated operations manager of each Employer. The Employer shall only use JATC

trained and accredited riggers when performing a rigging function with employees covered by this Agreement.

3. Any dispute the Trustees are unable to resolve will be submitted to an independent arbitrator for final and binding arbitration. The arbitrator will be selected by the Safety Committee trustees and the costs of the arbitration will be paid by the JATC fund. The Fund will not pay any attorney fees, and attorneys will not be employed to argue the dispute.

B. The JATC and the Health & Safety Committee shall consist of Four Employer appointed Trustees, who each shall maintain an employment relationship with an Employer signatory to this two part Agreement; and four Union appointed Trustees, three of whom shall be Business Representatives of Local 510 and one of whom, shall be a rank and file member of Local 510.

1. Each Employer shall verify with the steward that all new hires are capable of safely operating all power tools and are familiar with all safety regulations.

2. The Committee shall hold regular meetings quarterly and may meet in executive session as they deem necessary.

3. Prepares and makes available to the affected employees, written records of the safety and health issues discussed at the committee meetings and, maintained for review by CAL OSHA upon request;

4. Reviews results of the periodic, scheduled worksite inspections;

5. Reviews investigations of occupational accidents and causes of incidents resulting in occupational injury, occupational illness, or exposure to hazardous substances and, where appropriate, submits suggestions to management for the prevention of future incidents;

6. Reviews investigations of alleged hazardous conditions brought to the attention of any committee member. When determined necessary by the committee, the committee may conduct its own inspection and investigation to assist in remedial solutions;

7. Submits recommendations to assist in the evaluation of employee safety suggestions;

8. Upon request from CAL OSHA, verifies abatement action taken by the employer to abate citations issued by CAL OSHA.

9. Disputes will be settled through the Grievance Procedure, Article VIII. The Employer will be responsible for implementing and enforcing safety rules.

10. Health and Safety policies will be established by this Committee for the Industry.

C. During the term of this Agreement the JATC will coordinate with DC 36 to establish a Certified Journeyman Program to be implemented no later than during the term of the successor Agreement. Any changes in wage rates for the certified journeymen classification are to be determined by negotiation between the parties, either by addendum to this Agreement or included in the successor Agreement.

D. Subject to mutual agreement the following provision shall be implemented. The Union and Employer recognize the need to actively recruit, train and retain an adequate number of skilled workers in the Tradeshow and Convention Industry. Therefore the JATC shall establish and maintain a training program that includes regular continuing education and on the job training to progress new workers from the C list through the B list and on to journey level positions. As part of the training program, effective January 1, 2003 each Employer may recruit and hire on an "at will" basis, from the "B" List one (1) installer trainee for each four (4) shop Installers in their regular employ for at least 1500 hours each in the previous year, up to a maximum of four (4) such trainees. The Installer Trainee Program shall consist of a minimum of three (3) years duration and four thousand five hundred (4500) work hours. The minimum wage rate shall be 70% of the "A" List wage for the first 1500 work hours, 80% for the second 1500 work hours and 90% for the third and final 1500 work hours, at which point the employee shall be placed on the "A" List. Installer trainees are eligible for dispatch on the "B" List or employment as an installer trainee with another signatory Employer, when placed on layoff from their primary Employer for at least three (3) calendar days. Hours worked as a 'B' shall not count toward their 500 hours to become an 'A' nor toward their 4500 to complete their trainee program.

E. At the discretion of the JATC Trustees a portion of hourly contributions may be diverted to the IUPAT Labor Management Fund and/or the National Apprenticeship Fund.

F. In the event either party is not satisfied with a decision of the JATC, the matter may be appealed through the Grievance and Arbitration Procedure.

G. The Drug-Free Workplace Policy set forth in Appendix A is incorporated by reference herein.

ARTICLE XXV. DRESS AND HYGIENE STANDARDS.

The Employer and the Union recognize the necessity of maintaining a dress code and minimal personal hygiene standards for the purposes of safety, insurance and customer service. In furtherance of this goal, the Employer and the Union agree to the following:

1. All employees are required to wear closed-toed work shoes, leather shoes, or tennis shoes while on duty. Sandals and clogs are prohibited.
2. All clothing at the start of the shift should be clean. All employees must wear shirts or T-Shirts with hemmed collars, bottoms and sleeves. All tank tops, open midriff tops and/or shirts with lewd or pornographic content or vulgar expletives are prohibited. Shirts with the name or logos of another Employer, other than the Employer for whom they are working on that day, are prohibited.
3. Safety equipment must be used or worn by the employee.
4. Personal hygiene must be maintained.
5. There shall be no smoking in prohibited areas.
6. Employees who do not comply with the above provisions are subject to discipline. Employees who are sent home under this provision shall not be entitled to minimum pay but will be entitled to pay for the hours actually worked.

ARTICLE XXVI. SAN FRANCISCO SICK LEAVE ORDINANCE

To the fullest extent permitted, this agreement shall operate to waive any provisions of the San Francisco Paid Sick Leave Ordinance, San Francisco Administrative Code Section 12W, and shall supersede and be considered to have fulfilled all requirements of said Ordinance as presently written, and or amended during the life of this contract.

ARTICLE XXVII. TERMINATION OF CONTRACT

A. The understanding shall be the basis of the working Agreement between the two principals above-mentioned for a period beginning April 1st, 2007, to March 31, 2010, and shall continue in full force and effect from year to year, except as hereinafter specified, unless terminated, amended, rewritten or cancelled, by either party serving notice in writing sixty (60) days previous to the expiration day, at which time the principals hereto shall notify each other, of any changes requested.

B. In the event that negotiations extend beyond the date of expiration of this Agreement, the terms of the present Agreement shall remain in effect until a new Agreement is signed and any alterations in wages, hours and working conditions shall be retroactive to the date of expiration.

ARTICLE XXVIII. SEPARABILITY CLAUSE.

In the event that any of the provisions of this Agreement shall be said to be in violation of any state or federal law or regulation, such determination shall not in any way affect the remaining provisions of this Agreement.

FOR THE UNION

SIGN, DISPLAY AND ALLIED CRAFTS LOCAL UNION NO. 510

SIGNATURE: _____ DATED: April 1, 2007
Michael E. Hardeman

FOR THE EMPLOYER

COMPANY: _____

SIGNATURE: _____ DATED: _____

PRINT NAME: _____

MEH/eb-opeiu-3-af-cio(147)

SIGN, DISPLAY & ALLIED CRAFTS LOCAL 510
EMPLOYMENT OFFICE PROCEDURES FOR INSTALLERS

Location of Employment Office. Sign, Display & Allied Crafts Local 510, hereinafter called the "Union" shall maintain an employment office, presently at 250 Executive Park Boulevard, San Francisco, CA.

Purpose of Employment Office. The purpose of the employment office is to enable the Union, pursuant to its obligations under its collective bargaining Agreements, to furnish skilled and competent workers when requested to do so by an Employer.

Financing of the Employment Office. It is recognized that the operation of the employment office entails considerable expense to the Union. Members of the Union contribute to that expense through their Union dues. Since the employment office is available to members and non-members on an equal basis, justice requires that non-members contribute their fair share, estimated to be fifty dollars (\$50.00) per year, by payment of a training fee in that amount payable by March 1st of each year. The training fee may, at the option of the registrant, be credited toward his administrative fee into the Union.

Non-Discriminatory Standards. In carrying out the registration and dispatch procedures set forth below, the Union shall not discriminate either in favor of or against any individual by reason of his or her race, sex, creed, color, age, or national origin; nor shall the registration or dispatch of any individual be based upon, or in any way be affected by, Union membership, by-laws, rules, regulations, constitutional provisions, or any other aspect of Union membership, policies or requirements, except to the extent that membership in the Union, or after the thirtieth (30th) day following the beginning of employment, shall be a condition of employment.

Registration.

A. Facilities. The Union shall maintain adequate registration facilities at the employment office.

B. Seniority. The Union shall maintain the following registration lists:

1. List A (Journeypersons) - For individuals who worked a minimum of 500 hours required to make the A List for Employers signatory to collective bargaining agreements with the Union. These workers shall be listed in the order of their seniority as determined by the Union's Seniority Regulations.

2. List B - For individuals who worked 72 hours or more. These workers shall be listed alphabetically and dispatched by rotation.

3. List C - For all other individuals who desire employment as installers with Employers who are signatory to collective bargaining agreements with the Union. These workers shall be listed by order of registration and shall be dispatched by rotation.

4. Qualifications for A's, B's, and C's shall be set by the Joint Action Training Committee (J.A.T.C.).

C. Initial Registration. Any person wishing to register for List A or B shall provide proof to the Union that he meets the requirements of the particular list and shall, if not a member of the Union, pay the registration fee.

D. Seniority. Seniority for journeyperson installers shall be defined as preference in employment based on:

1. The first day dispatched to work in the industry as an installer for an Employer signatory to the agreement with Local 510 which covers this classification of work, and

2. Registration for work and availability for work.

3. An installer will accrue seniority from the date of the 500th hour employed as an installer.

4. An Installer will lose seniority if not registered for dispatch and/or available for work in District Council No. 36.

5. Exception to the above shall be for illness, injury or service in the Armed Forces of the United States provided that the Union is given valid and adequate notification.

6. An Exhibit Display Journeyperson registered with Local 510 will be placed on the bottom of the A List only after serving two (2) years as a full-time journeyperson in their craft, or after working the required hours as a properly dispatched installer, or two (2) years time served as a builder, helper or trainee (upon becoming a journeyperson builder.) Shop helpers are eligible for the "A" List after six (6) years of employment regardless of journeyperson status.

7. Outdoor or commercial journeypersons in good standing shall be eligible to go on the bottom of the installer A List, if they have worked a minimum of four years time as a journeyperson registered with Local 510 immediately prior to admittance. In order to maintain a position on the A List, said worker must successfully complete the Installer Training Program within one (1) year of his or her placement on the list.

E. Continuing Registration

1. Lists A and B. All persons registered for List A or B shall remain permanently registered provided they (1) continue to meet the qualifications for the list they are on, and (2) either (i) remain members in good standing of the Union, or (ii) make timely payment of their training fees. Any person registered for List B, who meets the requirements of List A, shall have his registration moved to List A upon providing the Union with proof of the number of hours he has worked.

Any person on Lists A or B who fails to remain a member in good standing, or who fails to make timely payment of his registration fee, shall have his registration terminated until such time as he becomes a member in good standing or pays his training fee.

2. List C. Registration fee for List C shall be valid only during the calendar year of the registration. At the end of each calendar year, all persons on List C who wish to remain registered for that list shall be required to (1) re-register for the following year and (2) either (i) be members in good standing of the Union, or (ii) make timely payment of their training fee. Past 'B' and 'C' listers must reregister (under rules established by Local 510) prior to being dispatched.

Dispatch Procedures

A. Order-of-Dispatch. To the extent that the employer does not designate the crew by name, the employment office shall first dispatch persons whose names are on List A, then those on List B, then those on List C; and then from the most reasonable source of workers available. The dispatch from List A shall be by seniority, the B list shall be upon an alphabetical rotation system. It is agreed Building Trades workers from other unions shall be paid at the 'B' rate after being properly dispatched.

Placement on List C will be in chronological order, and the dispatch from List C will be by rotation.

An employee, who accepts a dispatch and does not report for work as scheduled, shall fall to the bottom of the list for the subsequent dispatch. Except for emergencies, an employee who is unable to report for work as scheduled shall report this fact to the Employer's designated attendance call-in phone number at least two (2) hours prior to the scheduled start time. The Union dispatch office shall be furnished a list of Employer's call-in phone numbers and employees will be notified of such phone numbers by the Employer by posting or other suitable means.

B. Refusal of Dispatch. Any employee who refuses an offer of dispatch to a job, or is not available, must wait until his name comes up again on the list.

Posting of Procedures. A copy of these procedures shall be posted at the employment office.

ANALYSIS OF INSTALLER HOURS

First 8 hours straight Time Rate - 8 a.m. to 5 p.m. Monday through Friday unless on a continuing shift as set forth in this agreement.

The Time and One Half Rate shall apply to:

1. After eight (8) Straight Time hours.
2. After eight (8) hours when starting after 5AM Monday through Friday
3. 5 p.m. to 10 p.m. and 5 a.m. to 8 a.m. Monday through Friday.
4. The first four (4) hours worked between 5 a.m. and 12 Noon on Saturdays.
5. Any shift continuing from Double Time after 5 AM unless over twelve hours worked.

The Double Time Rate shall apply to:

1. All hours worked from 10 p.m. to 5 a.m.
2. All hours worked on Saturdays in excess of the first four (4) hours (5 a.m. to 12 Noon).
3. All hours worked on Sundays and Holidays as set forth in this Agreement.
4. Any continuing shift in excess of twelve (12) hours for the total shift.

APPENDIX A

DRUG-FREE WORKPLACE POLICY

INTRODUCTION

The Bay Area Exhibit Display, and Convention Industry Employers (the "Companies") and Sign and Display Local Union 510 (the "Union") are committed to providing a safe and productive work environment for all employees. This policy is to ensure that all employees of the Company work in an environment free of the effects of illegal drug use and the abuse or misuse of legal drugs and alcohol. The Companies and the Union recognize that such use, abuse or misuse of drugs and alcohol can lead to serious physical and mental health problems.

The Companies and the Union recognize that early recognition and treatment of substance abuse is the key to successful rehabilitation. Employees are strongly encouraged to use, on a voluntary and confidential basis, the Members Assistance Program ("MAP/EAP"). Employees who undergo counseling or treatment remain subject to the same job performance and behavior standards as all other employees, and those who fail to meet those standards are subject to appropriate disciplinary action. This policy applies equally to all bargaining unit employees.

ADMINISTRATIVE GUIDELINES

1. Prohibited Conduct

All employees are prohibited from:

- 1) Using, possessing, manufacturing, distributing or selling illegal drugs on all properties which the Company owns, leases or is under contract to use, on Company business in Company-supplied vehicles or vehicles being used for Company business or during working hours;
- 2) Being under the influence of illegal drugs or having a blood alcohol content ("BAC") of .04% or above during working hours, while on Company property, Company business, in Company-supplied vehicles or vehicles being used for Company business;
- 3) Possessing and/or storing unsealed containers of alcohol on Company property, Company-supplied vehicle or vehicle used for Company business or while on Company business;
- 4) Failing to follow all physician, manufacture or package insert directions when taking prescription or over-the-counter drugs. It is

the employee's responsibility to determine from his or her physician whether a prescribed drug may impair safe job performance. The proper use of medication prescribed by a Employee's physician is not prohibited.

- 5) Failing to notify the Company of any arrest, plea or conviction for the use of drugs or alcohol arising out of an incident 1) in the workplace 2) while conducting Company business or 3) which adversely affects the Employee's ability to perform his/her job responsibilities. This includes any arrest, plea or conviction related to an Employee's continued right to operate a motor vehicle, if the operation of a vehicle is part of the employee's job responsibilities.
- 6) Failing to pass any required drug and/or alcohol test as mandated by this policy;
- 7) Refusing to cooperate fully in any aspect of the testing process or related procedures. "Refusing to cooperate" under this provision is defined as:
 - a) Failure to provide an adequate breath, blood or urine sample for testing without a valid medical reason;
 - b) Engaging in conduct that obstructs the testing process, including but not limited to:
 - Refusal to test;
 - Failure to promptly report an accident in which they were involved;
 - Failure to sign consent and chain-of-custody forms;
 - Failure to report to the testing site within the time allocated;
 - Failure to cooperate with the testing personnel; and
 - Failure to remain readily available for a post-accident test.
 - Dilution or tampering with any sample used in the testing process
- 8) Failure to successfully complete any requirements of the evaluation and rehabilitation process required by the MAP/EAP.

2. Testing

The goal of the Drug-Free Workplace Policy is to provide help for our employees who have drug and alcohol problems while ensuring that our workplace is operating safely and efficiently. Testing for drugs and/or alcohol may be

required, in certain circumstances, under this program. The methods used to determine the presence of alcohol and/or drugs shall be urine, breath and/or blood testing.

The Company may require tests for the presence of illegal drugs and/or alcohol in an employees system in the following circumstances:

- **Reasonable Suspicion Drug and/or Alcohol Testing**

The determination that reasonable suspicion exists must be made by a trained management representative, a trained Union foreperson and the trained Union Steward and must be based on specific, contemporaneous, articulable and documentable observations concerning the appearance, behavior, breath, smell or speech of the Employee.

- **Post-Accident Drug and/or Alcohol Testing**

Employees who are at fault in a job-related accident which results in injury to persons or serious damage to equipment or property, including accidents involving company vehicles, machinery and/or equipment, are required to take a post-accident drug and alcohol test. The employee must remain readily available at the medical facility, work site or site of the accident for the purpose of submitting to the drug and/or alcohol test.

- **No Random Drug and/or Alcohol Testing**

Employees will not be subject to random drug testing, except as may be provided by return-to-work conditions established by the MAP/ EAP.

- **Union Representation**

An employee may request that his/her job steward be present during any questioning in connection with the determination by the Company that drug or alcohol testing is to be required. If the job steward is not available, the employee may request that the alternate steward or another Union member be present

3. Collection and Testing Procedures

The Company wants to ensure that the collection and testing procedures are conducted through a scientifically valid program to insure fairness, scientific accuracy and the highest integrity in the process. As such, the Company and Union adopt the Department of Transportation's (DOT) anti-drug and alcohol

processes as contained in 49 C.F.R. section 40. Under this program an independent DOT-approved laboratory will test by way of urine collection for the presence of five illegal drugs, namely, amphetamines, marijuana, cocaine, opiates (heroin) and phencyclidine (PCP). The laboratory will further test for the presence of alcohol by taking breath samples through the use of a DOT-approved Breathalyzer. Section 4, below, shall govern drug and alcohol violation rates. In addition, to insure fairness and integrity in the process, the DOT-approved collection and chain of custody procedures, Medical Review Officer review, Substance Abuse Professional review and split sample testing will also be adopted by Company as part of this program. A full description of these procedures is available from either the Company or the Union, at the employee's request.

- **Chain of Custody**

When a specimen is obtained, the container or test tube(s) will remain in full view of the Employee and must be sealed, labeled, and initialed by the Employee. From that time on the specimen container shall never be handled by any employee of the Company or Union Member.

- **Confidentiality**

Company managers and supervisors are to restrict communications concerning test results of this procedure to persons who have an absolute need to know. The test results are to be reported to an appointed manager or supervisor, and all files are to be kept confidential and locked in accordance with established procedures.

4. Evaluation and Violation Rates

All Employees will be tested based upon the following violation rate standards:

- **Alcohol** –BAC of .04% or above
- **Illegal Drugs**

Amphetamines	500	ng/ml
Cocaine	150	ng/ml
Marijuana	25	ng/ml
Opiates	2000	ng.ml
Phencyclidine	25	ng/ml

Any Employee who tests at or over these cutoff levels for drugs or alcohol or engages in any of the prohibited conduct as outlined in this Policy has violated this Policy.

5. Consequences for Violation of this Policy

Except for conduct described in Section 6, "Grounds for Immediate Termination," an employee who violates this Policy shall be given the opportunity to enter into EAP/MAP recommended Continued Employment Agreement ("CEA"). The CEA will obligate the employee, as a condition of retaining his or her job to:

- Successfully complete treatment and counseling as prescribed by the MAP/EAP, including passage of a return-to-work drug and alcohol test;
- Abide by all Company employment policies and work rules, including, but not limited to, all provisions of the Drug-Free Workplace Policy, and
- Be subject to additional drug and alcohol tests during the period of the CEA, as determined by the MAP/EAP.

Any employee who violates any of the conditions of the CEA or fails a second drug or alcohol test may be automatically terminated from employment. An individual may approach the Union following termination, if he/she possesses an MAP/EAP recommendation and a timely successful passage of a return to work drug and alcohol test, to request that the Union set a meeting with the Employer to discuss the potential return to work of such individual.

6. Grounds for Immediate Termination

Engaging in the following conduct shall be grounds for immediate termination, although the Employer, in its discretion, may choose to impose different discipline, including referral to the MAP/EAP.

- Using, possessing, manufacturing, distributing or selling illegal drugs on all properties which the Company owns, leases or is under contract to use, on Company business, in Company-supplied vehicles or vehicles being used for Company business or during working hours;
- Possessing and/or storing unsealed containers of alcohol on Company property, in a Company-supplied vehicle or vehicle used for Company business or while on Company business;
- Operation of any machinery or equipment, including automobiles, while under the influence of illegal drugs or having

a BAC of .04% or above in any test following the operation of such machinery, equipment, or vehicle;

- Refusing to cooperate fully in any aspect of the testing process or related procedures, as defined under Section 1, above;

7. Amendments

The JATC may make recommendations from time to time regarding amendments to this Policy. The parties shall give due consideration to such recommendations.

Amendments may be made to this Policy only by mutual agreement of the parties who negotiated this Policy.