

EDPA International

Country Report

*A Local Knowledge Report
From Exhibit/Event Service Providers*



Canada

Presentation Prepared By

Cam Stevens
President
stevensE3
London (Toronto), Canada



| Canada Facts and Figures

Facts & Figures

- Population approx: 35,344,962
- Main language: English
Secondary: French
- Total area of 9.093 million square kilometres
- Toronto Population 6.05 million
- Vancouver Population 2.3 million
- Over 80% of the population drink Tim Horton's coffee



Canada has Four Seasons

- Spring
March – May
- Summer
June – August
- Fall
September - November
- Winter
December - February

Spring



Summer



Fall



Winter



| Size Comparison

Canada vs. USA

USA is blue outline



Halifax – Vancouver	6,182 km
Toronto – Vancouver	4,537 km
Toronto – Montreal	554 km
Toronto – Ottawa	399 km



| Location of Major Venues

Metro Toronto Convention Centre, Toronto

- 56,000 sq. m. overall space
- Connected to Intercontinental Hotel (586 rooms)
- Exhibit hall floor 43,000 sq. m.
- 64 breakout/meeting rooms
- 2 Ballrooms
- Excellent public access



International Centre, Toronto

- 93,000 sq. m. space
- Major hotels close by
- Near Toronto International Airport



Toronto Congress Centre, Toronto



- 90,000 sq. m.
- Largest column free ballroom in Canada
- Near Toronto International Airport

Direct Energy Centre, Toronto

- 93,000 sq. m.
- Close to downtown Toronto and near the waterfront
- Union enforced hall



Place Bonaventure, Montreal

- 288,000 sq. m. including an exhibition hall, International Trade Centre and Hotel
- 23,000 sq. m. exhibition hall
- Hilton Bonaventure attached with 395 hotel rooms
- Connected to Montreal's Underground City
- Good public transit access



Vancouver Convention Centre, Vancouver

- 52,333 sq. m.
- 34,800 sq. m. exhibition hall
- 72 meeting rooms
- 13,000 hotel rooms adjacent
- Travel to nearest Airport – 25 mins



Other Convention Centres Across Canada

Venue	City	Province	Size (sq. m.)
World Trade and Convention Centre	Halifax	Nova Scotia	5,500
Fredericton Convention Centre	Fredericton	New Brunswick	2,200
Quebec City Convention Centre	Quebec	Quebec	25,700
Palais Des Congres de Montreal	Montreal	Quebec	61,280
Ottawa Convention Centre	Ottawa	Ontario	21,300
Scotiabank Convention Centre	Niagara Falls	Ontario	31,100
London Convention Centre	London	Ontario	7,450
Winnipeg Convention Centre	Winnipeg	Manitoba	17,700
EVRAZ Place Convention Centre	Regina	Saskatchewan	54,300
Saskatoon Arts & Convention Centre	Saskatoon	Saskatchewan	11,500
Calgary Telus Convention Centre	Calgary	Alberta	13,500
Shaw Conference Centre	Edmonton	Alberta	16,000

| Exhibition Facts and Figures

- Blend of the American and European styles but due to GES and Freeman buying many companies here, the majority of shows operate much like the USA. Operate using a major contractor (as per US, e.g. GES) and using pole and drape system and custom or modular stands (as per Europe / UK).
- Electrical services will normally go to the major contractor to provide.
- It is usually more cost effective to use the major contractor, but you will lack creativity and individuality.
- Rigging is normally provided by a supplier appointed by the organizer. It is expensive, but not as expensive as the USA.
- Tight move in / move out times, so on-site construction and painting, finishing is discouraged.
- Venues - strict regulations, e.g. max numbers onsite, fire safety regulations
- In some instances, stands and plans need to be approved by the venue – facilitated by the organizer.

General Information

- Who are typically the organizers (local? international?)
 - Most event organizers are local or US based, but several International Shows with European organizers take place in Toronto, Montreal, Ottawa and Vancouver
- Which services are typically handled by the organizers and which can you subcontract?
 - You can hire most services through your exhibit house, but with most major shows, a General Contractor will be in charge of movement of freight, electrical, booth cleaning, etc.
 - There is usually an event show manual outlining the various services and whom to contact for ordering. Payment is typically credit card deposit or wire transfer. These services include catering, AV equipment, electric, hydraulic, internet, and other services.
- Are there unions to be dealt with? If so, who and where?
 - Some centres in Toronto and Vancouver are Union organized, but typically this is not the case
- Information on Rigging?
 - Venues and/or the show contractor will normally provide this information. Rigging is fairly common in Canada
- How are move in/move outs handled (lots of time? No time? Targeted move ins or outs?)
 - I&D personnel will be given time to load and unload, according to schedules and depending on the event. Find the exhibitors manual of each event for more accuracy. In general, there is insufficient time to build a stand on-site and finish and paint. Typically stands are preconstructed, packed, shipped, and reassembled on-site
- Health and Safety standards / Building permissions:
 - Some events require documents such as liability insurance, EAC forms, or engineering certification for double floors.
 - Some events do not allow painting or construction in site, so you should have your booth pre-assembled.
 - Find the exhibitors manual of each event for more accuracy
 - No venue will allow you to drill into or anchor into the floor of the hall

Electrical

- Typical Voltage
 - (110/220v)
- Do you need to have certified electricians?
 - In some cases electricians will be required, but it is not as restrictive as it is within the USA
 - You will be allowed to plug in your own electrical equipment and run power cords
- What are the standard plugs and sockets
 - http://en.wikipedia.org/wiki/Mains_electricity_by_country has pictures and descriptions
 - Canada uses the same plugs and voltage as the USA



Harmonized Sales Tax

- Mandatory tax across the country in two parts (Federal and Provincial)
- Combined they are HST
- In some cases **you can apply for a tax credit** from the Government

<http://www.cra-arc.gc.ca/tx/bsnss/tpcs/gst-tps/rbts/vstrs/frgncvntn/xhbtrs-eng.html>

Province	Tax Rate	Province	Tax Rate
Alberta	5%	Nova Scotia	13%
British Columbia	12%	Nunavut	5%
Manitoba	12%	Ontario	13%
New Brunswick	13%	Quebec	12.875%
Newfoundland & Labrador	13%	Saskatchewan	10%
Northwest Territories	5%	Yukon Territories	5%

Labour Cost Estimates

	Montreal	Toronto	Vancouver	Canadian Avg.
General Display Labor/Hour				
Regular	\$87.00	\$93.35	\$89.50	\$89.95
Overtime	\$130.50	\$139.79	\$134.25	\$134.85
Sunday	\$174.00	\$184.21	\$179.00	\$179.07
Rigger/Hour				
Regular	na	na	\$89.50	\$89.50
Overtime	na	na	\$134.25	\$134.25
Sunday	na	na	\$164.00	\$164.00
Electrician/Hour				
Regular	na	na	\$90.00	\$90.00
Overtime	na	na	\$120.00	\$120.00
Sunday	na	na	\$120.00	\$120.00

Materials Usage

- Carpet - lots of colours, choices of thickness, and types including rollable flooring, hardwood flooring, carpeting, etc.
 - Almost all in North America comes from the Atlanta, GA area
- Raised floors are uncommon in Canada and if used, it's largely for aesthetics. A raised floor is expensive, and usually the first thing to go when quoting European builders
- MDF, Melamine, Laminates, Plywood, aluminum systems are all quite common and although spray paint finish is available at a few shops in Canada, it is uncommon
- Stand construction materials are largely the same in Canada as they are in the USA
- Use of lightweight materials, fabrics, and aluminum are common due to drayage concerns

Pole and Drape

- The majority of shows in Canada are not a shell scheme set-up, rather, they are pole and drape with low front walls
- Typically in an inline booth, you are not allowed to exceed 8 ft (2.5m) on the back wall
- Canada typically follows the booth plan guidelines set out by IAEE (typically a copy of the guidelines are contained within most show manuals)



Shopping Tips

- An example of a Home Improvement store where construction things can be bought (hardware, tools, paint, etc.)
 - Home Depot <http://www.homedepot.ca>
 - IKEA www.ikea.com/ca/en
 - Lowe's Home Improvement www.lowes.ca
 - Office Depot (Staples) www.staples.ca
- An example of an electronics store for cables, monitors, etc.
 - Future Shop www.futureshop.ca
 - Best buy www.bestbuy.ca
 - The Source Electronics www.thesource.ca
- A general sort of store where everything can be bought
 - Walmart <http://www.walmart.ca>
 - Canadian Tire www.canadiantire.ca
 - Costco <http://www.costco.ca>
- Is IKEA available, if not, something similar?
 - Yes, Canada has several IKEAs in most major centres

Exhibit trends and materials in Canada

- Registry

- Smart phone apps are becoming more common.
- Booth's contact information is generally in the visitors hand-book.
- Congress schedules are shown on site.
- Need to show your badge every time you get in or out.

- Graphics and finishes

- Large format digital print with lamination is common
- Tensioned fabric is becoming very prevalent at shows
- Many exhibit houses outsource fabric printing but most will have some sort of in-house graphic capability

- Floorings

- Raised floors are not common
- Wooden laminated finishes available.
- Carpet and underpad is the most common and can be purchased or rented easily

- Standard booths

- Pole and drape is the most common
- Larger island booths are bare concrete
- Dimensions are in feet and booths are typically 10 x 10, 10 x 20, 20 x 20, etc.

Exhibit trends and materials in Canada

- Ceilings are:
 - Combined floor and hanging support.
 - Overhead signage on larger booths is common
 - Rigging is common at larger shows
- Furniture
 - Most service contractors will provide rental furniture as well as individual exhibit houses
 - Furniture can be expensive to rent
- Audio Visual Equipment
 - AV is very common including monitors, touch screens, iPads, etc.
- System booths
 - Pole and drape is at most shows
 - System rentals can be arranged either through the show contractor or with individual exhibit houses
- Custom booths
 - Custom booths are fairly common at larger shows and typically will have some sort of system elements incorporated into them

EDPA International Members Active in this country



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