

EDPA International/IFES

USA Labor Report

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



Presentation Prepared By

COASTAL INTERNATIONAL

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United States Facts & Figures

- Population approx: 330 million
- Main language(s): English
- Country Size Approx- 10 million sq kilometers or 6.2% of the world.
- 50 States
- Capital City, Washington, DC
population- 550,000
- Largest City, New York population-
8.3 million.



Cows on Parade-
Chicago

Money Issues

- What is the standard currency?

US Dollar What is a standard conversion rate? 2 to 1 against the British Pound. 58 Indian Rupees to the Dollar. 1.35 dollars to the Euro as of June 2014.

- Are credit cards widely accepted?

YES.

- Should the traveller plan on dealing with lots of cash?

NO

- Are credit cards required for services?

YES, unless a credit is established in advance.

Money Issues

- Hints regarding tipping (taxis, restaurants, bars, baggage handlers, etc.) and/or haggling?

Tipping is very normal and expected in bars and restaurants in the USA, 10-20% is normal. 1.00-2.00 per bag at the airport or hotel. Taxi's 20-30% if going short distances. As they may wait in long lines in some places to pick you up.

- Is there a VAT and who is required to pay it?

NO. There is no VAT. We have sales tax and it varies in each state, and also in each city. Everyone must pay it.

- Is there a way for Foreigners to get it refunded?

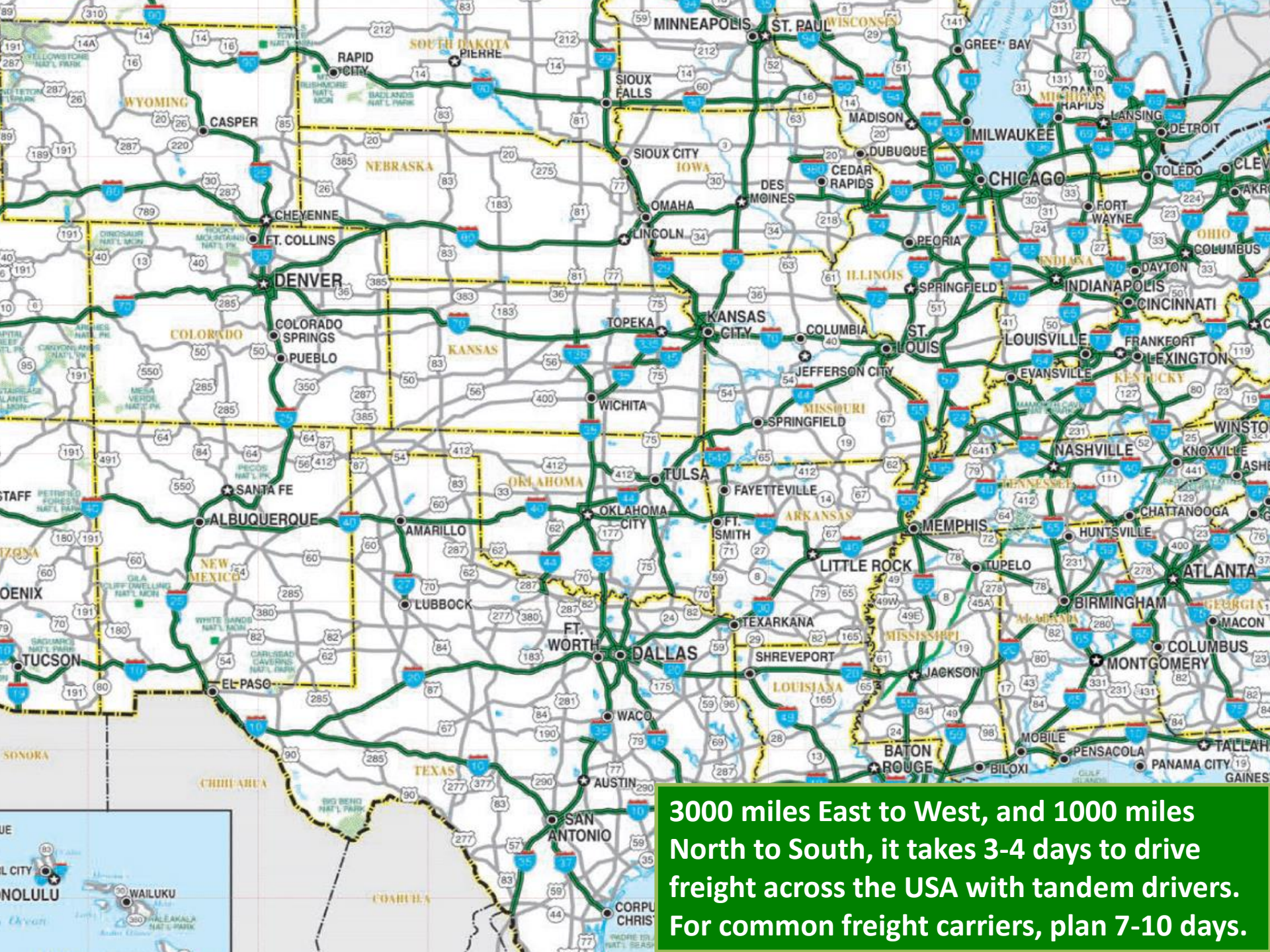
NO

- Is there a useful website (in English)?

NO, its too confusing. Ask!

Size and Distance Information

United States is a huge country. Freight moves in trailers, and side loading is not common. Las Vegas only, has flat bed trailers to move freight. Most others use enclosed trailers with entry from the rear. So, all material should be on pallets, or in crates, for the forklift to pick up safely. Hand work is special handling and fees go way up on material handling charges.



3000 miles East to West, and 1000 miles North to South, it takes 3-4 days to drive freight across the USA with tandem drivers. For common freight carriers, plan 7-10 days.

Locations of *Major* International Venues- in the USA!

**Las Vegas, Chicago, New York,
Orlando, San Francisco, San Diego,
Los Angeles, Miami, Boston,
Philadelphia, Washington DC, Atlanta,
Dallas, New Orleans, Detroit, and so
many more, all across the USA.**

International Convention Centre number 1

(convention center website)

- Fact 1: Las Vegas is King with 3 large conventions centers.
- Fact 2: Chicago is number 2.
- Orlando has the most shows, with many hotel venues, along with the large convention center.



International Convention Centers

- Fact 1: Las Vegas is the King of Shows! Boasting the largest total square footage 10.5 million sq feet. With 3 major venues, and many hotel convention centers.
- Fact 2: Chicago is number 2. McCormick Place has 2.6 million Sq feet.
- Orlando has the most shows, with many smaller hotel venues. And the second largest venue with 2.1 million sq feet.

USA Exhibition Facts and Figures



The most important thing to remember, is our shows move from one city to another, and things will not be the same as the year before when it occurs. In one city, it may be a union carpenter assembling, and the next year, a Teamster, or Stagehand, as union contracts vary by city, and costs/labor rates can change dramatically as well.

General Information

- Who are typically the organizers (local? international?)

Local organizers are normal in the US.

- Which services are typically handled by the organizers and which can you subcontract?

General Service contractors claim all the freight movement, typically all rigging, and usually cleaning services, like vacuuming. And electrical, plumbing, is usually through the venue., but sometimes the general contractor has a piece of this as well.

- Are there unions to be dealt with?

90 percent of the shows have union labor involvement. If so, who and where? Each city is different, so ask in advance.

- Rigging?

Usually the general contractor does this work, in some cases it is the venue itself.

General Information

- How are move in/move outs handled (lots of time? No time? Targeted move ins or outs?)

More and more it is targeted for a smooth move in. We typically have shorter time frames than European shows.

- Health and Safety standards?

Some countries (like the UK) require detailed Risk Assessments and Method Statements, for example. Not needed here, but certificates of liability insurance and workman's compensation is required in advance. With labor typically from the local union, they are used to working with one another.

- Building permissions?

Not required here typically, unless a 2 story exhibition and this may require an engineering stamp for safety. A large hanging structure, also will require this.

Electrics and Electricity

- Typical Voltage is 110V / 60 Hertz in the USA, if 230V is needed you can order 208V in single or triple phase, but for overseas power needs coming to the USA. Hertz may be different as 50 Hz is common in European, Australia, and Asian countries. It can be tougher on certain medical equipment needing exact power requirements. For booth lighting etc, it works well usually. A house electrician will need to make these connections.

- Do you need to have certified electricians?

Almost Always! Power is ordered, and then in many cases , electrical labor from the venue for making connections, and sometimes just simply plugging in items. Has to be ordered. Generally 12/3 gauge wire is required, rated for 20amps. 110V.

- What are the standard plugs and sockets



Labour Cost Estimates

- General Labourer: \$78 - \$200 / hour –Typically ST, OT or DT is shown. For straight time, typically Mon-Fri, 8am-4:30 or 5:00pm, based on the local lunch time allowed. 30 min or 1 hour. Overtime may exist for a few more hours(2-4) and then move to Double time, or may stay on overtime until Midnight. Some cities are DT only on Sunday. This is a city by city contract, and best to ask well in advance for budgeting.
- Experienced Labourer: \$78- \$298/ hour Atlanta & Orlando is on the low end, New York & San Francisco has some of the highest, labour costs.
- Site Supervisors: 90\$ - \$180 / hour
- Custom Stand Builders: \$85 - \$160/ hour If weekend or overtime work is required.
- Typical rule of thumb is- the Southern Half of the USA has less union involvement, then the Northern half.
- Except Southern California, New Orleans and Miami. Where the union is stronger.

Materials Usage

- Carpet - standard types, rough prices?

Weights vary from 16oz per square yard (cheap) to 50oz (plush). Prices run from 2.00 to 8.00 per square foot on average.

Padding- sells by the roll and rated by the weight also. 6 lb is cheaper and less dense, than 8 pound, and runs from .50 cents per square ft, to 1.50 per square ft.

This covered typically with plastic sheeting. Called poly covering, or Visquine, or visqueen, depending on whom you ask. 3mil, 4 mil, 6 mil, thicknesses. It can be also reinforced for heavy traffic. Sold by the square foot. Tape supplies are by the roll, Double face tapes for carpet avg about 18.00 a roll. Clear tape about 10.00, and duct tape, about 12.00. On the show floor. You may bring your own. But some halls and venues. restrict the type of double face used there, to lessen the residue left behind.

Materials Usage

- Raised flooring is not standard, typically we use padding and carpet on top. Handicap rules require ramps into the booth space, on raised floors. Using up valuable floor space. A maximum, 1 inch of rise per foot of height, is mandated. Heights? Variable. Materials? Variable. Costs?
- Prohibitive due to material handling fees based on weight, as well as union labor being expensive to install the raised flooring.

Materials Usage (Continued)

- Standard US materials available in your country?

Given sufficient time, we can access anything. Names or equivalencies could be good (Sintra is similar to Forex in Germany, for example. Stucco in Italy, is called Drywall mud here for prepping the wooden walls and smoothing for pre-painting. Can be purchased in 15 minute drying time for tradeshow here.

- Invoices are typically, time worked hourly, plus any materials provided onsite.
- In your experience, are any materials particularly cheaper or more expensive in your country as compared to the rest of the world?

We use plastic laminate on wooden panels here, seldom paint due to environmental rules and time constraints/labour constraints.

Shopping Tips

- An example of a Home Improvement store where construction things can be bought (hardware, tools, paint, etc.) Home Depot or Lowes in the states.
- www.homedepot.com, or www.lowes.com
- An example of an electronics store for cables, monitors, etc. Best Buy or Fry's in the States
- www.bestbuy.com or www.fry's.com
- A general sort of store where everything can be bought, a Walmart or Target type of store.
- www.walmart.com or www.target.com
- Is IKEA available, if not, something similar? IKEA exists in a few major cities.
- www.ikea.com

EDPA International Members Active in this country!

This list is the current Intl Chapter Members, for 2014, and encompasses companies from all segments of our industry. Exhibit Builders, Skilled labor suppliers, Freight companies, Flooring rental companies, and Furniture rental companies.

Coastal International, Group Delphi, Czarnowski, MG Design. 3D Exhibits, EWI Worldwide, MG Design, JC Rose & Assoc., Star Exhibits & Environments, Southwest Displays, Eagle Management, Zenith Labornet, Moss Inc, Hamilton Exhibits, Cees Smit. Centerpoint Marketing. Chritto, Champion Logistics, MC2, TWI Group, Nuance Intl, Octanorm, Willwork, Visual Merchandising, Metro Exhibit Corp, Exhibit Fair Intl, Fabric Images, Brumark Flooring Solutions, CEP Exhibit Productions. Cort Tradeshow Furnishings, EP&M Intl. and stevensE3.

Thank you,
Michael Boone

