

EDPA International/IFES

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



United States of America

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| United States of America Facts and Figures

Facts & Figures

- Population: 318 million
- National language: English
- Country Size: 9.8 million km
- Capital City: Washington, DC
 - Population: 646,000
- Largest City: New York City
 - Population: 8.4 million
- Has the world's largest national economy
 - GDP in 2013: \$16.8 trillion



Money Issues

What Is the Standard Currency	US Dollar
Are Credit Cards Widely Accepted	Yes
Should the traveller plan on dealing with lots of cash?	No
Are Credit Cards REQUIRED (for example Show Services)	Yes
Hints regarding tipping (taxis, restaurants, bars, baggage handlers, etc) and/or haggling?	15 – 20 percent
Is there a VAT?	No

| Size and Distance Information

HOW FAR IS IT TO...?



The United States is a large country. When planning your trip, be sure to take into account the distances between many of the most popular U.S. attractions. This map shows the straight distance in kilometers between several major cities; driving routes can be quite a bit longer.

| Location of Major Venues

McCormick Place

(www.mccormickplace.com)

- Location: Chicago, Illinois
- Exhibition space: 2.2 million square feet
- Fact: the largest convention center in North America



Orange County Convention Center

(<http://www.occc.net>)

- Location: Orlando, Florida
- Exhibition space: 2.05 million square feet
- Fact: built in 1983



Las Vegas Convention Center

(www.lvcva.com)

- Location: Las Vegas, Nevada
- Exhibition space: 1.94 million square feet
- Fact: centrally located within walking distance of 100,000 guest rooms



Georgia World Congress Center

(www.gwcc.com)

- Location: Atlanta, Georgia
- Exhibition space: 1.37 million square feet
- Fact: located adjacent to the Georgia Dome and Centennial Olympic Park



Kentucky Exposition Center

(www.kyfairexpo.org)

- Location: Louisville, Kentucky
- Exhibition space: 1.29 million square feet
- Fact: Louisville is home of the Kentucky Derby, the Louisville Slugger, fried chicken. Louisville was a “Top U.S. Travel Destination for 2013” by Lonely Planet.



Sands Expo & Center

(www.sandsexpo.com)

- Location: Las Vegas, Nevada
- Exhibition space: 1.13 million square feet
- Fact: Connected to the Venetian and the Palazzo, offering more than 7,000 suites all under one roof



Ernest N. Morial Convention Center

(www.mccno.com)

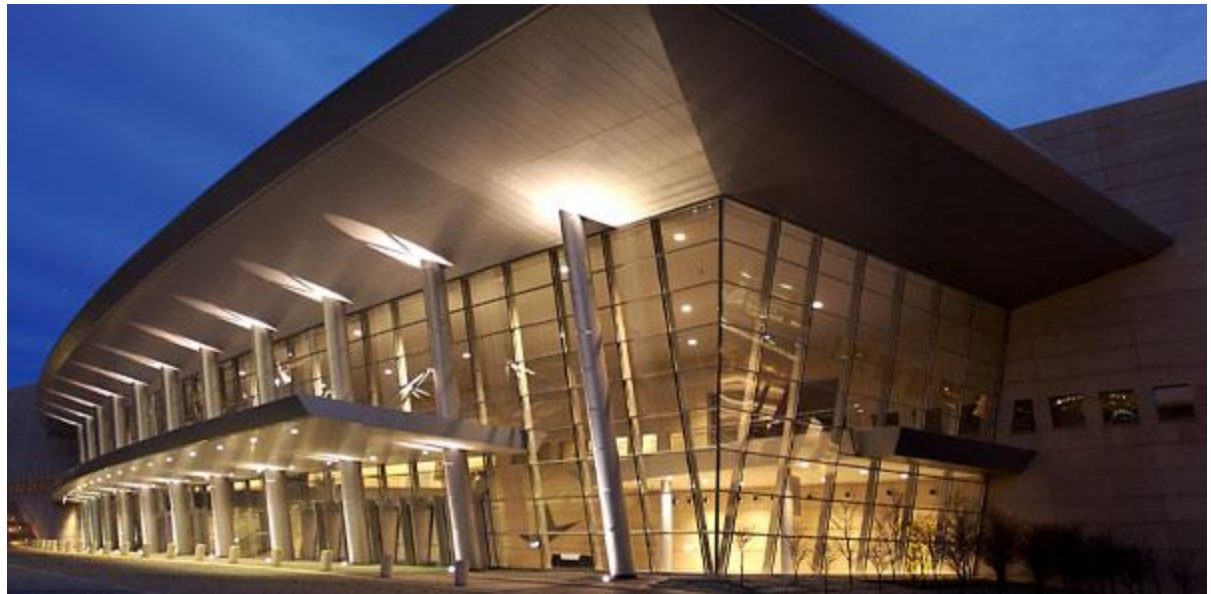
- Location: New Orleans, Louisiana
- Exhibition space: 1.1 million square feet
- Fact: Located along the Mississippi River, within walking distance of the French Quarter, fine dining, attractions and 20,000 first-class hotel rooms.



Kay Bailey Hutchison Convention Center

(www.dallasconventioncenter.com)

- Location: Dallas, Texas
- Exhibition space: 1.02 million square feet
- Fact: A 1,000 room Omni Hotel, attached to the Convention Center, opened in 2011



George R. Brown Convention Center

(<http://www.houstonconventionctr.com/>)

- Location: Houston, Texas
- Exhibition space: 930,000 million square feet
- Fact: Located in the center of a lively sports, dining, entertainment and nightlife destination.



| Exhibition Facts and Figures

General Information

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

There are approximately 12,000 trade show organizers in the United States. This can be a company, person, association, or sponsor.

- ***Which services are typically handled by the organizers and which can you subcontract? This varies by venue.***
 - Some services are **exclusive** to the **General Service Contractor and/or Exclusive Contractor** which are appointed by the show organizer, show manager or venue. These products and services typically include material handling, management of freight, rigging, electrical, plumbing, compressed air and gas, telecommunications, wireless and wired Internet, cleaning, and even catering.
 - **Official Contractors**, subcontractors designated by the show organizer or GSC, provide product and service offerings for exhibitors other than those provided by the GSC and show venue. Examples are common carriers, custom brokers, custom rental furniture, AV, lead retrieval and security companies.
 - **Exhibitor-appointed contractors (EAC)**, subcontractors selected and used by the exhibitor other than the GSC or official contractors, may be hired to perform nonexclusive services or rent nonexclusive products from for use during the show. Typical examples are I&D labor, AV, models, graphic production and transportation.

General Information cont.

- ***Are there unions to be dealt with? If so, who and where?***

This varies by city and state and will be stated in the Exhibitor Manual.

- ***Information on Rigging?***

Information on rigging is located in the Exhibitor Manual.

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

Move in and outs are not always targeted. In some cases, you may also request an early move in. Depending on the size of the show it can be one day or several.

- ***Health and Safety standards? Some countries (like the UK) require detailed Risk Assessments and Method Statements, for example***

Organizers, contractors and exhibitors have legal responsibilities to protect themselves, their employees, volunteers and others present at the show, including the public and the staff of other undertakings. Show rules and regulations stated within each Exhibitor Manual must be adhered to.

- ***Building permissions?***

Information on building permission is located in the Exhibitor Manual.

Electrics and Electricity

- ***Typical Voltage (110/220v)?***

120v

- ***Do you need to have certified electricians?***

Yes, you will need to order your main electrical and electrical labor. In the majority of convention facilities, you are allowed to plug in electrical devices (equipment and lighting) to a 120V electrical outlet of 20 amps or less.

- What are the standard plugs and sockets?

- NEMA 1–15 U.S. 2 pin



- NEMA 5–15 U.S. 3 pin



Labor Cost Estimates

- General Labourer:

\$28 - \$48 / hour + tax Straight Time: \$80 - \$180/hour

- Experienced Labourer:

\$40 - \$50 / hour + tax Straight Time: \$80 - \$180/hour

- Site Supervisors:

\$45 - \$55 / hour + tax Straight Time: \$70 - \$80/hour

- Custom Stand Builders:

\$48 - \$58 / hour + tax Straight Time: \$80 -90/hour

Materials Usage

- Carpet - standard types, rough prices?

Standard rental carpeting is offered in 16 oz., 28 oz., and 40 oz. Average square foot pricing can range from \$3.00 – \$12.00 depending on the location and weight. Carpet is a cut pile material different than that found in other parts of the world. Also, typically a single or in some cases double under pad is added for cushioning and comfort.



- Raised flooring—standard or not standard? Heights? Materials? Costs?

Raised flooring is not standard in the US; however, it is available. Examples: Anodized aluminum frames with custom infill panels, polycarbonate tiles, TraxFlex Hardwood. Cost is dependent upon square footage and product selected, but is typically much more expensive than what you would expect in other parts of the world.

Materials Usage

- ***Standard US materials available in your country? Names or equivalencies could be good (Sintra is similar to Forex in Germany, for example.)***
 - Standard Graphic Production Materials: fabric, sintra®, plexiglass, styrene, vinyl , ultra board
 - Standard Building Materials: aluminum extrusions, plywood, laminate, PVC, acrylic, camlocks
- ***In your experience, are any materials particularly cheaper or more expensive in your country as compared to the others?***

Services within the US can be more expensive. Building costs vary widely based on part of the world exhibiting. It is too difficult to make a blanket generalization.

Shopping Tips

- ***Home Improvement stores where construction things can be bought (hardware, tools, paint, etc.):***

Home Depot (www.homedepot.com) and Lowes (www.lowes.com)

- ***Electronics stores for cables, monitors, etc.:***

Best Buy (www.bestbuy.com) or Fry's (www.frys.com)

- ***A general sort of store where everything can be bought:***

Walmart (www.walmart.com) and Target (www.target.com)

- ***Is IKEA available?***

Yes. (www.ikea.com). There are locations across the country in all major cities

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