



# **Trade Show**

**Cost Savings Overview** 

# **LABOR** Installation and Dismantling

One of the more annoying Trade Show related expenses is often Show Labor. This is the expense related to the cost of
"Installation and Dismantling" your exhibit at a show. Although the rules and regulations related to this expense is
becoming more flexible in many convention cities, it is still an expense that needs to be planned and budgeted for. It is
also an expense that can easily be reduced with the proper exhibit construction methods.

Designing trade show displays and exhibits that are not only lightweight and portable, but are also easy to
assemble and setup is what we specialize in at Corporate Display Specialties. (CDS)

Every show will offer labor to help you setup your display and many shows require that you hire the local, often union labor to setup and dismantle your displays and exhibits. The cost is based on a per hour price. That price is multiplied by the number of laborers you need to acomplish the job.

Labor rates (\$ per hour) vary greatly from city-to-city. In our recent experience we have paid as much as \$125 per hour in New York City and as little as \$57 per hour in Houston Texas. These rates are also based on "straight time" which is often not available depending on the hours that the show allows for you to have your materials delivered to the convention center.

## **Labor** (Cost Formula)

The cost for your installation and dismantle labor is calculated by the hour times associates cost per hour.

**Worksheet** The following is an example of the formula used to calculate the cost of labor.

Contact CDS Displays at 203-386-0750 if you would like to learn how to reduce this expense.

#### **Labor Cost Example**

**Number of Hours Required**Multiply hours by the number of laborers required.

#### **Rate per Hour**

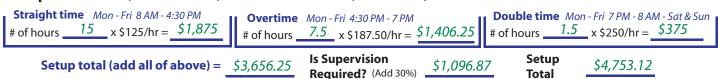
Straight / Overtime / Double time \$125 / \$187.50 / \$250

### Is Supervision Required? (Add 30%)

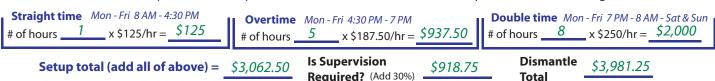
### **Example Labor Rates**

Straight time / Overtime / Double time \$125/hr / \$187.50/hr / \$250/hr

**Setup Hours** Example - 8 hours (setup) with 3 laborers = 24 setup hours (example based on 11:30 AM start time)



**DismanIte Hours** Example - 7 hours (setup) with 2 laborers = 14 dismantle hours (example based on show ending at 4 PM)



Total Labor Cost Setup and Dismantle (Labor Cost Example)

\$8,734.37

This is too much to pay for labor! Let CDS Displays help you reduce the costs associated with I & D labor and all of your trade show related expenses. Contact us today for a FREE analysis.

**Call 1-800-367-2531** (mention this sheet and receive a free gift.)

More Information available at CDSdisplays.com/costsavings