



# 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 accomplish 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.

<b>Labor Cost Example</b>	<b>Rate per Hour</b>	<b>Is Supervision Required?</b>	<b>Example Labor Rates</b>
<b>Number of Hours Required</b> Multiply hours by the number of laborers required.	Straight / Overtime / Double time \$125 / \$187.50 / \$250	(Add 30%)	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)*

<b>Straight time</b> Mon - Fri 8 AM - 4:30 PM # of hours <u>15</u> x \$125/hr = <u>\$1,875</u>	<b>Overtime</b> Mon - Fri 4:30 PM - 7 PM # of hours <u>7.5</u> x \$187.50/hr = <u>\$1,406.25</u>	<b>Double time</b> Mon - Fri 7 PM - 8 AM - Sat & Sun # of hours <u>1.5</u> x \$250/hr = <u>\$375</u>
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**Setup total (add all of above) =** \$3,656.25    **Is Supervision Required? (Add 30%)** \$1,096.87    **Setup Total** \$4,753.12

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

<b>Straight time</b> Mon - Fri 8 AM - 4:30 PM # of hours <u>1</u> x \$125/hr = <u>\$125</u>	<b>Overtime</b> Mon - Fri 4:30 PM - 7 PM # of hours <u>5</u> x \$187.50/hr = <u>\$937.50</u>	<b>Double time</b> Mon - Fri 7 PM - 8 AM - Sat & Sun # of hours <u>8</u> x \$250/hr = <u>\$2,000</u>
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**Setup total (add all of above) =** \$3,062.50    **Is Supervision Required? (Add 30%)** \$918.75    **Dismantle Total** \$3,981.25

### 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](http://CDSdisplays.com/costsavings)**